

# GRAIN & FEED JOURNALS CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*



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(Description on Page 687)





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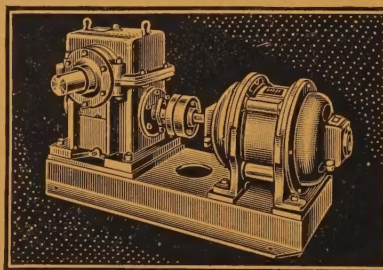
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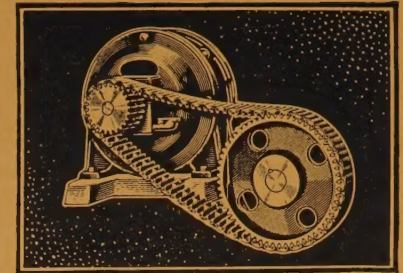
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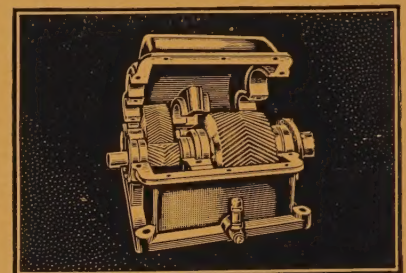
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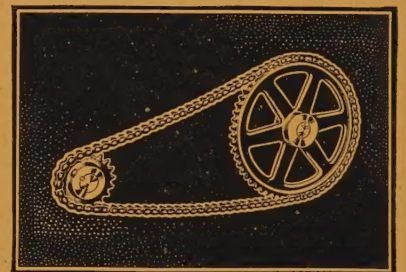
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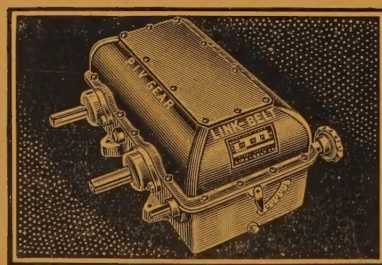
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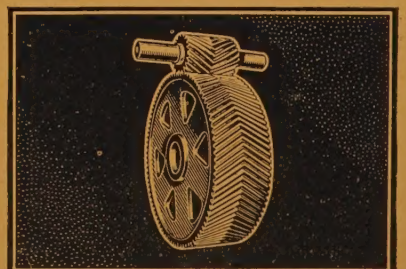
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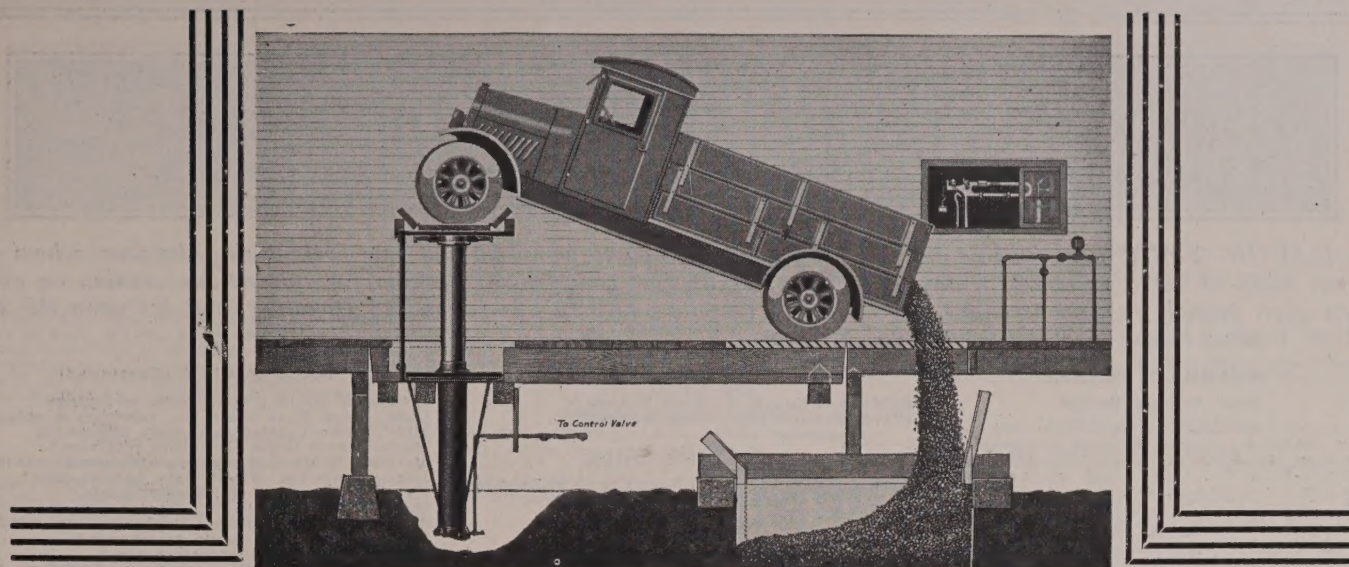


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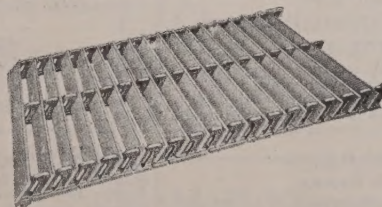
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Uplike Grain Corp., consignments.  
Vanderslice-Lynds Co., consignments-futures.\*  
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(Continued on next page.)

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Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

## SIMONDS-SHIELDS-LONSDALE GRAIN CO.

Kansas City, Mo.

*Specializing in Southwestern Corn*

Wire Us for Prices

Capacity 7,000,000 Bushels

### A. C. DAVIS GRAIN CO.

Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.

### UHLMANN GRAIN CO.

Board of Trade - Kansas City N. P. Anderson Bldg., Ft. Worth, Tex.  
Board of Trade - Chicago Produce Exchange - New York City  
Operators of Wabash and Katy Elevators, 5,400,000 bushels capacity, at Kansas City

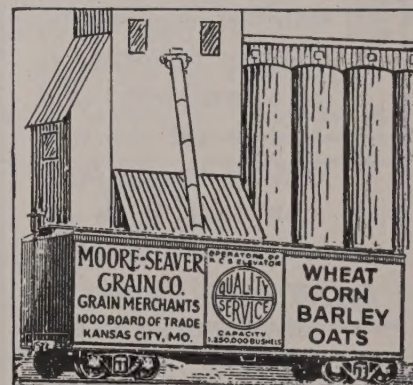
### DAVIS-NOLAND-MERRILL GRAIN CO.



Board of Trade  
Kansas City, Mo.

Operating  
**SANTA FE ELEVATOR "A"**  
6,000,000 Bushels  
Modern Fireproof Storage

Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.



WHEAT  
and  
OATS

### NORRIS GRAIN CO.

Operators—Norris Elevator—K. C., Mo.

CORN  
and  
BARLEY

### WOLCOTT & LINCOLN

Incorporated  
Operating Alton Elevator  
**CONSIGNMENTS**  
Future orders executed in all markets.

801-810 Bd. of Trade, Kansas City  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Dodge City, Kans.

## The Grain Trade's

accepted medium for "Wanted" and "For Sale" advertisements is the semi-monthly Grain & Feed Journals Consolidated.

*A Service of 52 Years Handling Consignments and Futures*

## B. C. CHRISTOPHER & COMPANY

200-206 Board of Trade, KANSAS CITY, MO.

BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Colby, Dodge City, Liberal, Topeka, Atchison, Kansas, St. Joseph, Springfield, Sedalia, Joplin, Mo., Omaha, Nebr.

**Your Elevator's Wants Are Supplied in These Columns**



Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

### NANSON Commission Co.

Grain  
Hay - SEEDS  
202 Merchants Exchange Bldg.  
ST. LOUIS, MO.

### MISSOURI ELEVATOR AND GRAIN COMPANY

203 Merchants Exchange  
ST. LOUIS, MO.  
Operating Missouri Pacific Elevator  
Capacity 4,000,000 Bushels

### J. H. Teasdale Com. Co.

Merchants Exchange, St. Louis, Mo.  
*Receivers and Shippers*  
Grain, Seeds, Hay, Mill Products, Etc.  
*Efficient Service Since 1848*

### LANGENBERG BROS. GRAIN COMPANY

Established 1877  
ST. LOUIS NEW ORLEANS

Say you saw it in the

### Journal

When you write our advertisers  
Thanks

Chamber of Commerce  
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Chamber of Commerce  
Members

### CARGILL ELEVATOR CO.

DULUTH, MINNEAPOLIS, MILWAUKEE

Specializing in  
MILLING WHEAT

Get Our Quotations  
Samples Furnished on Request

Represented by  
CARGILL GRAIN CO. F. M. TURNBULL  
C. of C., Buffalo, N. Y. Bourse Bldg., Phila.

### CEREAL GRADING COMPANY

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

### GRAIN

We Buy, Sell, Store and Ship All Kinds of Grain,  
Choice Milling Wheat and Rye Selected by Ex-  
pert Buyers. Own and Operate Elevator "L."

### HALLET & CAREY CO. Grain Merchants

Minneapolis Duluth Winnipeg

### Fraser-Smith Co. GRAIN

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Board of Trade  
Members

OWENS GRAIN CO.  
Des Moines, Iowa  
We Buy and Sell  
CORN and OATS

### Des Moines Elevator & Grain Co. DES MOINES, IOWA

Terminal and 16 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn. Oats sacked for Southern Trade

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RECEIVERS and  
SHIPPERS

CHICAGO—KANSAS CITY

Corn—Wheat—Natural and Sulphured Oats and Barley

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Elevator Capacity 5,600,000 Bushels  
OMAHA

DES MOINES—SIOUX FALLS—LINCOLN

### CROWELL ELEVATOR COMPANY

Federal Bonded Warehouse—Capacity, 1,200,000 Bushels  
Over 60 Years' Continuous Service

Ponca City, Okla.—I find much valu-  
able information in the Journal.—J. L.  
Blaney, agt., Ponca City Milling Co

**Everytime** you mention the Grain Dealers Journal to an advertiser, you  
encourage him to make good on his advertised claims.



Corn Exchange  
Members

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**J. G. McKILLEN, INC.**  
RECEIVERS

Consignments a Specialty  
BUFFALO NEW YORK

Send your consignments to

**Seymour-Wood Co.**

BUFFALO - - N. Y.

**Lewis Grain Corp.**

A good firm to consign to  
Corn—Oats—Soft Wheat—Barley  
BUFFALO NEW YORK

I don't see how I could get along without your paper.—G. H. McCarel.  
Mgr., Newburg (Ia.) Elevator Co.

**McCONNELL GRAIN CORPORATION**  
COMMISSION BROKERAGE  
BUFFALO, N. Y.

## THE PNEUMATIC PROCESS

For Aerating and Conditioning Grain in Storage It Is the Modern Method of Insuring the Proper Condition of Stored Grain. You Won't Have to Turn Your Grain to Prevent Spoilage. Why Not Investigate the Pneumatic Process Now?

### PNEUMATIC PROCESS CORPORATION

KANSAS CITY  
MFG'S EXCHANGE

LAWRENCEBURG, INDIANA

ST. LOUIS, MO.  
LANDRETH BLDG.

Established  
in  
1879



Over  
50 Years  
in Business

Less Dockage  
WITH  
**Howell's Superior**  
CAR LOADING  
**SPOUTS**

Made of tough, high carbon steel which will outwear three ordinary spouts. Heads full-swiveled, with long collar. Each section has four lugs which can be easily turned to give you the extra long life of four successive wearing surfaces. Chain is flat link, galvanized. Painted with black asphalt. Write for prices according to length and diameter.

**R. R. HOWELL & CO.**  
MINNEAPOLIS MINN.

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**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½ x 13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9¼ x 12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9¼ x 12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½ x 13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½ x 15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

**Grain & Feed Journals**  
CONSOLIDATED

332 South La Salle St., Chicago, Ill.



# FUMIGAS

For Eradiction of  
Weevil and Grain Moth in all stages  
in  
Stored Wheat

A new — safe — efficient LIQUID GAS.  
Leaves no odor on wheat.  
Does not affect quality of flour.  
Harmless to operators.  
Safe Fumigation at cost of 1/3c per bushel.  
Refer your Fumigation problems to our  
Research Laboratory  
Kansas City, Mo.

We invite your inquiries on FUMIGAS.

Manufactured and Distributed by

**Thompson-Hayward Chemical Company**

Kansas City  
St. Louis  
Omaha

Minneapolis  
Des Moines  
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New Orleans  
Houston  
Tulsa

Also Basic Source of Supply on  
**CHARCOAL — COD LIVER OIL —**  
**CALCIUM CARBONATE**

## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10¼x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3¼ lbs. Order Form 14AA. Price \$3.75.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10¼x15¾ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

## Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.



**NEW**  
*the latest*  
*stock drive book*

**FREE** This handy book contains all of the information needed to order any stock Morse Chain drive up to 50 H. P. You will find it a very useful source of information. Complete prices are given. Secure your copy for immediate or future use now—simply fill in and mail the coupon below to

MORSE CHAIN CO., ITHACA, N. Y.

Division of Borg-Warner Corporation

Branches in Principal Cities

Manufacturers of Morse Chain Drives  
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**MAIL THIS COUPON TODAY**

MORSE CHAIN CO., Ithaca, N. Y.

Please send me a copy of Morse Stock Book, Bulletin No. 44.

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

G. & F. J. C. 6-10-31



**"Doing without A 'Boss' Car Loader means  
paying for it without getting it"**

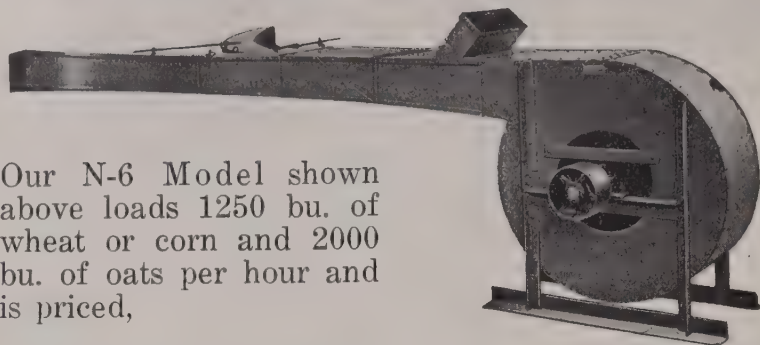
Our N-6 Model shown  
above loads 1250 bu. of  
wheat or corn and 2000  
bu. of oats per hour and  
is priced,

**Complete . . \$275.**

**It is not too late to get your "Boss" Air Blast Car Loader  
for this year's crop**

*Write or wire us for full details*

**The Pneumatic Grain Machinery Corp.**  
Dayton, Ohio



By removing the dust and  
chaff, reducing the mois-  
ture content and distrib-  
uting the Grain uniformly  
in the car, the grade of  
your grain is raised by  
the "Boss" Loader. These  
is also a substantial sav-  
ing in labor as the "Boss"

is automatic in operation and therefor re-  
quires no attention.

## MARK TWAIN WAS WRONG

When he said that people  
seemed to talk a lot about the  
weather but didn't do anything  
about it.

Most Elevator and Mill owners  
do something about it by carrying  
complete Windstorm and Hail in-  
surance.

If you haven't done anything  
about it, write, wire or call

*The Mill Mutuals*

**Mutual Fire Prevention Bureau**

230 East Ohio Street - - Chicago, Illinois

### 1902 TRI-STATE MUTUAL 1931 GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Windstorm Insurance covering Grain Ele-  
vators and contents, also Dwellings and Mercantile property.

(DIVIDENDS ANNUALLY FOR 28 YEARS)

E. A. Brown, Pres., Luverne, Minn. W. Z. Sharp, Treas., Sioux Falls, S. D.  
W. J. Shanard, V. P., Bridgewater, S. D. E. H. Moreland, Sec., Luverne, Minn.

For

### European Markets

on grain, flour and feed products  
best and most reliable information is  
found in the daily

### "German Grain Journal"

a sample copy of which will be  
sent by

**Verlag de Deutschen Getreide-Zeitung**  
Copenickerstr, 48/49, Berlin, S. O. 16, Germany

### Place Your Name

and business before the progressive grain ele-  
vator men of the entire country by advertising  
in the Grain & Feed Journals Consolidated. It  
reaches them twice each month.



# There Is Nothing In The NO-TWIST To Go Wrong

No bolted levers—No Springs in the poises to break—Oversize Platform bridge—Ample clearances around working parts—A motor-truck scale designed for hard service—**Strength** with simplicity!

## The Gaston Scale Co.

Beloit, Wisconsin

*Not a Part of Any Scale Combine — In Business 90 Years*

### The CLIMAX

Easily adds 25c per hour to the value of a man's time in handling coal or grain. Strongly built and will give years of consistent service. Hundreds of them in use. Order yours now and reap the benefits.  
Price: \$15 f. o. b. factory  
**DETROIT SCOOP TRUCK CO.**  
993 Osborne Place, Detroit, Mich.

**Scoop Truck**  
Cap. { 200 lbs. coal  
2½ bus. grain

### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge  
**H. S. COVER**  
Box 404 South Bend, Ind.



**10,000 SHIPPERS**  
Are now using

### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers

Prevent  
**CLAIM LOSSES**  
Write for samples and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Railway Exchange Bldg., Chicago, Ill.



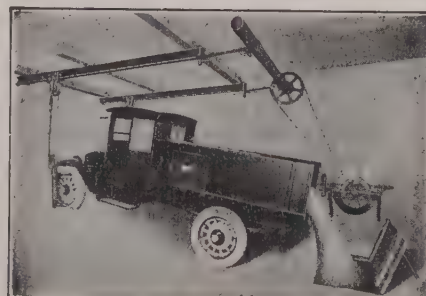
### ELEVATORS

—Hand Power and Electric—  
**MANLIFTS, DUMB WAITERS**  
ELECTRIC CONVERTERS for hand elevators. Our product is unsurpassed for efficiency and general reliability. When enquiring for estimate, state kind of elevator wanted, capacity, size, platform travel and height of hatch.

Sidney Elevator Mfg. Co.,

(Miami St.)

Sidney, Ohio



### McMILLIN WAGON and TRUCK DUMP

The overhead track with trolleys is the most complete device for taking care of the different lengths of vehicles. Our "Celebrated" Wheel Hook is the most complete and satisfactory way of attaching to the front wheels of a vehicle. The wheel hooks being carried by the trolleys make the moving for the different lengths easily accomplished. Spouts and obstacles along the side of driveway do not interfere with the attaching of the track to the overhead timbers. With this type of a dump there is no part of it which prevents the vehicle being raised to the full height of the driveway.

We have several different types of dumps; those operated from other machinery or by hand as well as fully electrical. Write us for our descriptive circular.

Address

**L. J. McMILLIN**  
525 Board of Trade Bldg.  
INDIANAPOLIS IND.

## You Can Sell Your Elevator

by advertising directly  
to people who want  
to buy, by using a

**Grain & Feed Journals  
Want Ad.**

Conrad, Mont.—Grain & Feed Journals Consolidated is a good name for your paper, as feed of all kinds is important now and feeds should be handled in all elevators as a side line. Your paper has always been a good one and we hope it will continue to be, and wish you the best of luck.—J. J. McLean, agt., Montana Central Elvtr. Co.

Morton, Ill.—I have gone thru the sample copy of Grain & Feed Journals you sent us, and find it contains a great many interesting items. Am enclosing a check, for which place me on your mailing list for one year.—Joseph Hauter, mgr., Farmers Grain & Live Stock Co.



## GRAIN ELEVATOR BUILDERS

### Younglove Engineering Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators Are Built  
They will STILL Be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.  
Sioux City, Iowa

Box 1172  
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### T. E. IBBERSON CO.

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FEED MILLS COAL PLANTS  
REPAIRING AND REMODELING

MINNEAPOLIS

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*Grain Elevators a Specialty*

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**ERECTS** Elevators  
Corn Mills  
Warehouses  
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Estimates  
Machinery

### The V. M. Zweber Co.

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Engineers and Contractors

#### GRAIN ELEVATORS

Feed Mills — Coal Plants  
Remodeling — Wiring — Painting

### CRAMER ELEVATORS

are preferred elevators because each is  
designed and built to fit the individual  
needs of the owners.

W. H. Cramer Construction Co.  
North Platte, Nebr.  
Plans and Specifications Furnished

### Geo. W. Quick & Sons Tiskilwa - - - Illinois

Designers and Builders  
Concrete Grain Elevators  
*Waterproof Pits a Specialty*

## CONCRETE GRAIN BINS

WE DESIGN AND ERECT GRAIN  
ELEVATORS BY THE POLK  
SYSTEM

WE SOLICIT YOUR INQUIRIES  
FOR

**POLK GENUNG POLK CO.**  
FORT BRANCH INDIANA

### Reliance Construction Co.

Board of Trade  
INDIANAPOLIS, IND.

Designers and Constructors of the better  
class of grain elevators, concrete or wood.

### R. M. Van Ness Construction Company

Designers and Builders of  
MODERN GRAIN ELEVATORS, MILLS  
AND WAREHOUSES  
Repair Work, Supplies and  
Correspondence solicited  
OMAHA, NEBR.

### ROCHELLE & ROCHELLE

Designers and Builders of  
GOOD ELEVATORS  
Let us furnish your machinery  
AMARILLO, TEXAS

## Elevator Boot



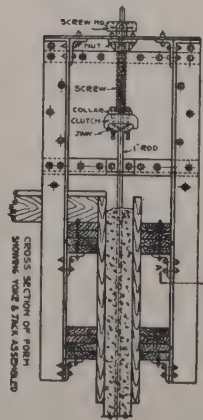
Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups,  
20" Diameter Pulley, Large Capacity.

*Use Rubber Covered Cup  
Belt—It Pays*

**WHITE ★ STAR ★  
COMPANY**

Wichita, Kansas

Headquarters for  
GOOD ELEVATOR EQUIPMENT



**SELL or RENT  
Form Lifting**

## JACKS

Grain Elevators, Silo  
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Blue Prints Furnished

### Nelson Machine Co.

Waukegan, Illinois





## GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

*Capacity 6,000,000 Bushels*

This Elevator Designed and Construction  
Supervised by

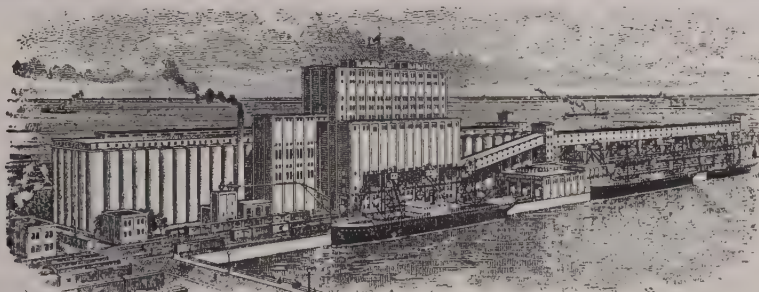
### HORNER & WYATT

*Consulting Engineers to the Grain Trade*  
470 Board of Trade Kansas City, Mo.



### FOLWELL ENGINEERING CO. Engineers—Constructors 333 No. Michigan Ave. CHICAGO, ILL.

Addition of  
2,500,000 Bushels to the  
Port Commission Elevator  
Houston, Texas



*Capacity  
5,000,000  
Bushels*

*Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders*

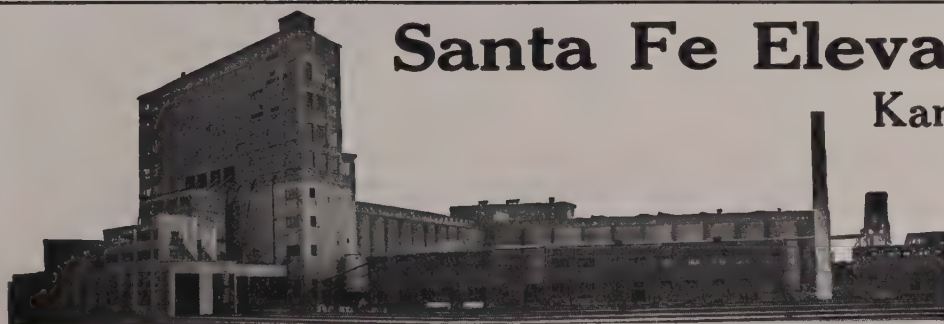
PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

### JAMES STEWART CORPORATION ENGINEERS AND CONTRACTORS

H. G. ONSTAD  
VICE-PRES.-GEN'L MGR

W. R. SINKS,  
PRESIDENT  
Phone, Harrison 8884

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS



## Santa Fe Elevator "A"

Kansas City, Kans.

*Capacity  
6,500,000 Bushels*

### John S. Metcalf Co.

*Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

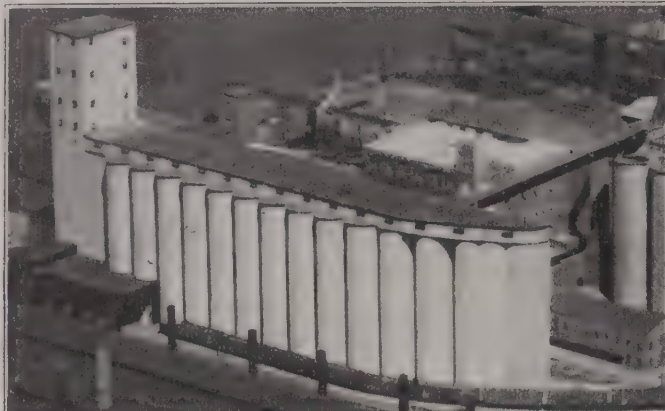
460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England



## GRAIN ELEVATOR BUILDERS



### National Milling Co's.

New Toledo Elevator

Capacity 2,200,000 bushels

*Designed and Constructed by*

**Macdonald Engineering Co.**

One La Salle St., Chicago, Ill.

New York

Toronto

San Francisco



### Saskatchewan Pool Elevator No. 7

Port Arthur, Ont.

*Largest single Elevator Contract ever awarded, recently erected by us  
in record time*

**THE BARNETT-McQUEEN CONSTRUCTION CO., Ltd.**

Fort William, Ontario

Duluth, Minn.

Minneapolis, Minn.

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503 Keeline Bldg. OMAHA, NEBR.

**Engineers & Contractors**

Grain Elevators - Feed Mills  
Industrial Buildings

Flour Mills - Cement Plants  
Coal Pockets

#### Williams Construction Co.

Feed Mills—Elevators—Annexes  
Building—Repairing—Remodeling

3321 E. Shawnee Ave.  
DES MOINES, IA.

#### Newell Const. & Mchy. Co.

Cedar Rapids, Iowa

30 Years' Successful Experience  
Builders and designers of Feed Mills and  
Mixing Plants, Grain Elevators, Ware-  
houses, etc. Machinery Jobbers.

#### Western Engineering Co.

713 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

#### Elevators, Mills, Warehouses

Designed, Built, Repaired

*Estimates Cheerfully Furnished*

**HOGENSON CONSTRUCTION CO.**

Corn Exchange Minneapolis, Minn.

THE

#### Star Engineering Company

Designers and Builders of modern,  
efficient grain elevators, feed  
plants, and associated build-  
ings. Every plant designed  
to best suit individual  
requirements.

Machinery Estimates Plans

WICHITA, KANSAS

### HICKOK Construction Co. MINNEAPOLIS ELEVATORS

#### D. G. EIKENBERRY

Builder of Concrete and/or Wood  
Elevators and Feed Mills.

**Modern Grain Handling Machinery**  
Box 146 Bloomington, Ill.

#### Willich Construction Co.

Mercier, Kans.

Grain Elevators, Mills and Machinery  
Plans and Estimates Furnished

Birmingham, Ala.—We value your  
magazine very highly and do not want  
to be without it.—Cecil Brokerage Co.

**ORA LONG, Garden City, Kansas**  
**Builder of Better GRAIN ELEVATORS**

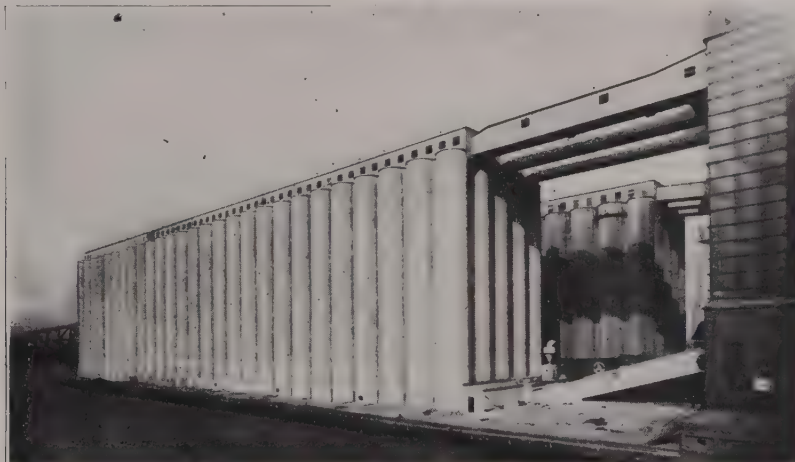


# GRAIN ELEVATOR BUILDERS

Burrell Built



is Better Built



# BURRELL

## ENGINEERING and CONSTRUCTION CO.

DAILY NEWS PLAZA (21st Floor), CHICAGO, ILLINOIS



## International Milling Co.

Buffalo, N. Y.

*Capacity 5,000,000 Bushels*

Designed and Built by Us in  
Four Periods of Construction

Jones-Hettelsater Construction Co.

*Grain Elevators, Flour and Feed Mills*

600 Mutual Bldg. Kansas City, Mo.

## THEODORE E. SCHNITZLER

*Consulting and Designing Engineer*

516-B MERCANTILE EXCHANGE BLDG.  
Grain Elevators Industrial Buildings  
Flour Mills Feed Plants CHICAGO, ILL. Warehouses Docks, Etc.

## Stevens Engineering & Construction Co., Inc.

1609-10-11 Landreth Bldg.

ST. LOUIS, MO.

*Designers and Builders*

### GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

## Chalmers & Borton

620 Pioneer Trust Bldg.

Kansas City, Mo.

*Engineers — Constructors*

Grain Elevators — Feed Mills

Warehouses

*Ask for Quotations on Your Work*





## PERFECT CONTROL <sup>of</sup> your GRAIN DISTRIBUTING

Saves Time, Trouble, Money

Entirely unlike the radius-type distributor . . . you will find a vast improvement in the

### New GERBER Double DISTRIBUTING SPOUT

For elevator legs of 1 to 4 stands, the New GERBER is made with single, double or multiple spouts. Distributes the grain from all legs to one bin or car at the same time; or each spout can distribute to separate car or bin. Each distributor operates straight away from leg; no circular swinging room needed. Connects and locks automati-

cally to bin frame opening; no possible mixture of grains. Bin spouts equipped with reversible lugs to give you 4 successive wearing surfaces. Distributing Spouts easily operated by geared windlass from elevator working floor. Write for prices and names of nearby users.

J. J. GERBER SHEET METAL WORKS, 128 Sixth Ave. S., Minneapolis, Minn.



### "THE DAY SYSTEM" of Dust Control

was installed by us in the new modern elevator of Spencer, Kellogg & Sons, at Minneapolis. 40 hp. handles complete sweeper and dust system.

Let us show you what 40 hp. will accomplish in your elevator.

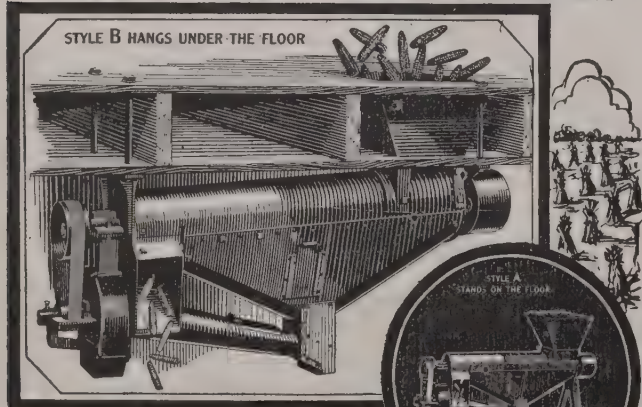
Our engineers can design the system that best applies to your conditions. The system that is thoroughly efficient and economical.

*If interested in saving money in your plant operations, write us.*

THE DAY COMPANY  
Minneapolis, Minn.

## TRIUMPH CORN SHELLER

STYLE B HANGS UNDER THE FLOOR



The Triumph was invented by a practical mill man more than forty years ago. It has been improved and simplified since then, to be sure, but from the very beginning it was a popular success. Its operation is so simple—there are only two moving parts—and its construction so durable that it will operate year after year without need of repair. Its capacity is 75 to 100 bushels of shelled corn per hour; its power requirement only five or six horsepower.

THE C. O. BARTLETT & SNOW CO.  
6248 Harvard Ave., Cleveland, O.  
Representatives for the Dominion of  
Canada  
PEACOCK BROTHERS LIMITED  
Montreal

**Bartlett - Snow**

**TWO STYLES FILL ALL NEEDS**

A copy of the  
Triumph Corn  
Sheller Catalogue  
will be mailed with-  
out charge.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

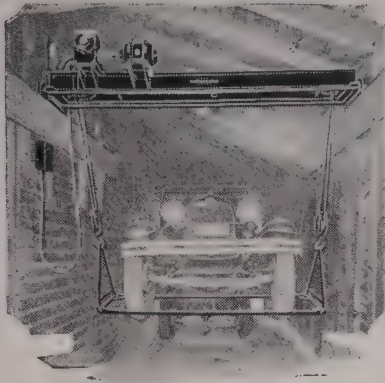
Account Books	Head Drive
Attrition Mill	Leg Backstop
Bag Closing Machine	Lightning Rods
Bags and Burlap	Loading Spout
Bearings {Roller	Magnetic Separator
Ball	Manlift
Beltting	Moisture Tester
Bin Thermometer	Motor Control
Bin Valves	Mustard Seed Separator
Bleachers and Purifiers	Oat Clipper
Boots	Oat Huller
Buckets	Plans of Grain Elevators
Car Liners	Portable Elevator
Car Loader	Power {Oil Engine
Car {Puller	Motors
Car {Pusher	Power Shovel
Car Seals	Railroad Claim Books
Cipher Codes	Renewable Fuse
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	{Truck
Conveying Machinery	Scales {Hopper
Distributor	{Automatic
Dockage Tester	Scale Tickets
Dump	Scarifying Machine
Dust Collector	Screw Conveyor
Dust Protector	Seed Treating {Machine
Elevator Leg	Chemicals
Elevator Paint	Separator
Feed Formulas	Sheller
Feed Ingredients	Siding-Roofing {Asbestos
Feed Mixer {Dry	{Steel or Zinc
Molasses	Silent Chain Drive
Feed Mill	Speed Reduction Units
Fire Barrels	Spouting
Fire Extinguishers	Storage Tanks
Friction Clutch	Testing Apparatus
Grain Cleaner	Transmission Machinery
Grain Drier	Waterproofing (Cement)
Grain Tables	Weevil Exterminator
Hammer Mill	Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BUREAU

Grain & Feed Journals, 332 So. La Salle St., Chicago





## BENDER HOIST

Traveling Electric Truck Dumps  
Now stronger and faster than ever

Strength for the Heaviest Trucks—  
Speed for fast handling in the Rush Season—  
Flexibility for the variety of your Dumping Requirements—

Easy to install—simply tie track supports to driveway walls, attach electrical connections, put the dump in place and it is ready for operation.

*Drop us a line and let us tell you about it.*

**BENDER HOIST MANUFACTURING CO.**  
Merchants National Bank Bldg.  
OMAHA, NEBR.

## Coal Sales Book For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 truck loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½ x 15¼ inches and contains 200 numbered pages of linen ledger paper. Well bound with black cloth, and red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00 at Chicago.

**Grain & Feed Journals**  
Consolidated

332 So. La Salle St., Chicago, Ill.

## HOTEL FONTENELLE

OMAHA'S WELCOME  
TO THE WORLD

400 Rooms  
with Bath from

**\$2.50**

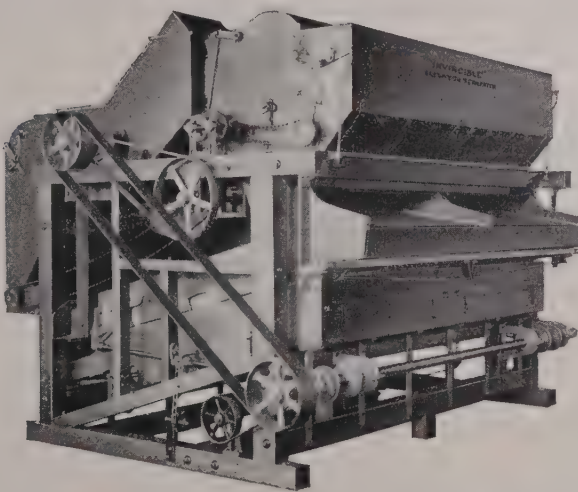
100 Rooms Priced  
From \$3 DOWN!  
150 Rooms Priced  
From \$3.50 DOWN!

Luxurious Accommodations  
Popular Dining Rooms



OPERATED BY EPPLEY  
HOTELS COMPANY

**OMAHA**



**yes, there is a better machine** than this standard "Invincible" Receiving Separator.

**Know what it is?**

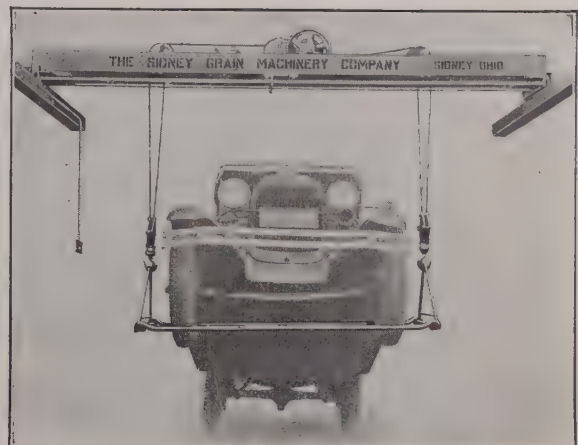
Another exactly like it except that it is fitted with the

**Buhler Eccentric-less Drive**

Write for catalog GD100

**S. HOWES CO., INC.**  
INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N. Y.

## SIDNEY ELECTRIC DUMP



**For dumping in one or more pits. For trucks and wagons of any length. EASY TO INSTALL and ECONOMICAL**

Heavy all steel construction, enclosed steel bronze worm gear, 2-h.p. motor, Timken roller bearing, reversible switch, special cradle, best blocks and cable. Forty years experience building machinery for elevators and mills enables us to incorporate many new and improved features.

This is the last word in electric overhead dumps.

**SIDNEY GRAIN MACHINERY CO.**  
SIDNEY, OHIO



## WE WONDER!

*If it pays to advertise  
And keep our name before you.  
Do you each month scrutinize  
The ads to learn what's new?*

### The Zeleny Thermometer System

Isn't anything that's new,  
Each one using it we list 'em,  
And we want to include you.

Now why not write for catalog six,  
And read the list of names  
That got themselves out of a fix  
And now THE ZELANY proclaims.

**Zeleny Thermometer Co.**  
542 S. Dearborn St.  
CHICAGO, ILL.

## dp SUPERIOR ok CUPS



Use them for the  
greater efficiency of  
your elevator.

**GUARANTEED  
LARGER  
CAPACITY**

Our Engineering De-  
partment is at your  
service.

**K.I. Willis Corporation**  
MOLINE, ILLINOIS

## Truck Loads to Bushels

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-lb. breaks. Just the thing for quickly reducing truck loads.

Printed from large, clear type conveniently arranged on both sides of six cards, size  $10\frac{3}{4} \times 12\frac{3}{4}$  inches with marginal index, weight 1 lb. Price at Chicago, \$1.50. Order 3275 Extended.

**GRAIN & FEED JOURNALS Consolidated**

332 So. La Salle St.

Chicago, Ill.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**KANSAS**—Five good wheat elevators for sale. A. H. Bennett, 1045 Morris Ave., Topeka, Kans.

**MISSOURI**—30,000 bus. elvtr. for sale; located on Mo. Pac. R. R.; switch to property. For information write H. Voltmann, New Haven, Mo.

**INDIANA** elevator, feed mill and coal yard for sale; doing good business; must sell to settle estate. Address 66K13 Grain & Feed Journals, Chicago, Ill.

**SOUTH DAKOTA**—30,000-bushel elevator for sale; southeast part of state; splendid territory—bargain. Write Blaine Simons, Sioux Falls, South Dakota, for full information.

**INDIANA**—12,000 bus. iron clad cribbed elevator for sale; on C.&O. R. R. Separate whse., and office; excellent location; priced to sell. Address 66J13, Grain & Feed Journals, Chicago.

### YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**INDIANA**—13,500-bus. iron-clad and cribbed elevator for sale; plant and machinery in first-class condition; good business; must sell to settle estate; only elevator in town; coal, feed and seeds. Wayne Co. Address 66L3, Grain & Feed Journals, Chicago, Ill.

**KANSAS**—12,000-bu. elevator for sale, strictly modern; electric power; located in central part; bumper wheat crop coming on; owner selling account of wife's health; extra good flour and feed business; clean competition. Write 66L10, Grain & Feed Journals, Chicago, Ill.

**NEBRASKA**—16,000 bu. elvtr. for sale; south-western part of state; on main line of U. P.; handling from 300,000 to 400,000 bus. grain per year; only one other elevator in town; exceptionally fine location; price low for immediate sale. Ben Allison, 1617 Court Pl., Denver, Colo.

**FORT WORTH, TEX.**—110,000 bu. cap. bulk storage elevator with 60'x110' single story warehouse for sale at bargain price. Wood, iron-clad construction. Located on Santa Fe R. R. Excellent house for transfer business. Address J. J. Burk, Harlingen, Tex.

**MINNESOTA** cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

**INDIANA**—Either all or one-half interest in 30,000-bu. elevator for sale; has modern residence and two acres of land attached, located in best farming district; in Benton Co.; on U. S. road 52 and one of the best R. R. lines in the state. Would rather sell one-half interest to a working partner, who with myself would operate the plant and divide profits. My books will show a net income for my time for the past four years of \$17,000.00. Only a small amount of cash needed until Jan. 1, 1932, when it would require at that time about one-half of the value of the plant. Write 66L5, Grain & Feed Journals, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

**NEBRASKA**—45,000 bus. elevator for sale; in good territory; all cribbed. Address 66J1, Grain & Feed Journals, Chicago, Ill.

**SOUTH DAKOTA**—20,000 bushel cribbed elevator for sale; in good condition; located in good grain section; priced to sell. Address 66K8 Grain & Feed Journals, Chicago, Ill.

**ILLINOIS**—Special low price on elevator in corn territory with merchandise business of coal, lumber, attached. A profitable business for cash only. Required to sell quick to settle estate. Holcomb-Dutton Lbr. Co., Sycamore, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**NORTH CENTRAL OHIO**—17,000 bu. concrete and hollow tile elevator for sale; on Big Four R. R. Good trade in fertilizer, livestock, hay, coal and other sidelines. Good territory to draw from. Farmers Elevator Company, St. James, Ohio.

**CENTRAL WESTERN OHIO**—First \$6,000 buys iron-clad elevator in good territory and well located on two railroads. Good business, and no competition in town. Can give good reasons for selling. Address 66K4, Grain & Feed Journals, Chicago, Ill.

**OKLA.**—15,000 bushel capacity block built elevator for sale, with electric power; corn sheller and cleaner, also Barnard & Leas wheat cleaner with feed grinder and room to operate grinder in; outside corn cribs and hay barns for 500 tons hay. Anyone interested write Geo. F. Milbourn, Fairland, Okla.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATOR AND FEED MILL

**CHICAGO**—Elevator and feed mill complete for sale; operating; capacity 5 to 6 cars per day. Bargain. Write 65V7, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—12,000 bus. elevator and feed mill for sale; only elevator; good location on side track; loads to C. B. & Q. R. R. or Wabash R. R.; electric power; prospects for good crop. Gertrude Garrett Admr., Camp Point, Ill.

## WANT ADS WORK WONDERS

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## ELEVATORS WANTED

**WANT TO BUY OR LEASE** Elevator handling 200 cars yearly. Address 66L2, Grain & Feed Journal, Chicago, Ill.

**WANT TO LEASE** good Indiana elevator with privilege of buying. Must be A1 and profitable. Give full particulars. Mr. Wright, 25 N. Addison, Indianapolis, Ind.

**WANT TO LEASE** good Indiana or Illinois elevator with privilege of buying. Must be A1 and profitable. Give full particulars. Write 66L9, Grain & Feed Journals, Chicago, Ill.

**WANT TO TRADE** a good stock and grain farm, 210 acres, for elevator. Indiana or Ohio preferred. Farm close to town and good school. Address 66H1 Grain & Feed Journals; Chicago.

**WANT INTEREST IN ELEVATOR**—A reliable man with years of successful experience as manager of line of elevators will buy an interest in an Ill. or Ind. elevator in which he is employed as part or sole manager. Firm must be reliable, honorable and a square shooter. W. G. Beal, Goodland, Ind.

## PARTNERSHIP WANTED

**PARTNERSHIP** or Reasonable Elevator Lease in good grain territory desired by experienced grain man, formerly in business for self until recent bank failure, or responsible managerial position with growing concern. No job is too big—no detail too small. Best references. Address 66J12 Grain & Feed Journals, Chicago.

## BUSINESS OPPORTUNITIES

**ILLINOIS** Feed and Milling Business for sale or lease in dairy country. Address Eloise P. Crist, 312 Buena Vista Ave., Pekin, Ill.

## Bargain Sale in Soiled and Shelf Worn Books

**Duplicating Scale Ticket Book** contains 100 pages of white bond paper, each page bearing five tickets like one illustrated herewith, machine perforated for easy removal, and 100 pages of yellow post office paper, each page bearing five tickets which remain in the book. Also 4 sheets of carbon. Size 5½x13¼ inches, check bound, well printed. Regular price \$1.25. One soiled copy 75c. Order Form 51 "Special."

**Record of Cars Shipped.**—Double-page form designed for the special purpose of assisting the country grain dealer in keeping a concise detailed record of each car shipped and gives a complete time-saving record of every carload. It is designed primarily for a record of carloads in the order shipped from one or many stations. Contains 80 double pages of linen ledger paper, providing space for 2,320 cars, bound in black cloth sides with red keratol back and corners. Usually sells for \$3. Have bargain copy loosely bound for \$2. Order Form 385 "Special."

**Duplicating Grain Contracts.**—Is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Bound in duplicate, 100 numbered sets in a book. Each contract certifies that the farmer: "has sold.....bushels of.....at.....cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted." Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5¼x8½ inches, and supplied with 4 sheets of carbon paper. Usually sells for \$1.15. Have soiled copy for 75c. Order Form 10 D C "Special."

All prices are f. o. b. Chicago.  
**GRAIN & FEED JOURNALS Consolidated**  
332 South LaSalle St. Chicago, Ill.



**SITUATION WANTED**

**DESIRE POSITION** as elevator manager; 25 years' experience; best of references. Address 66J10, Grain & Feed Journals, Chicago.

**SECOND MAN** wants work in country elvtr.; experienced; handy with machinery; married. Write 66J11, Grain & Feed Journals, Chicago.

**POSITION WANTED** as elevator manager. Years of experience; age 45; married. References. Write John N. Petersen, Waterloo, Neb.

**INDUSTRIOUS MAN** wants to learn grain elevator business; age 41; married; machinist; do carpenter work; able bodied; any work acceptable. O. R. Greene, 419 W. 10th St., Kansas City, Mo.

**EXPERIENCED Grain Man** wants position as manager of country elevator; 6 yrs. exper. all grains, feed, seed and coal. Age 32. Prefer Western Kans. Excellent refs. Address 66H3, Grain & Feed Journals, Chicago, Ill.

**DESIRE POSITION** as manager of farmers or line elevator; have had years of experience in the buying and selling of grain and all the sidelines. Excellent refs. Can keep books. State particulars in first letter. Address 66L15, Grain & Feed Journals, Chicago, Ill.

**POSITION DESIRED** by experienced grain and hay man. Acquainted in all grain territories including Canada. Selling, buying and soliciting consignments. Several years manager of elevator lines. Single. Any location. Address 66K27, Grain & Feed Journals, Chicago.

**SITUATION WANTED** as manager of elevator, experienced in handling grain, seeds, feeds, wood, etc. Also as buyer and salesman for grain, seed, feeds and wool jobbers and track buying firm. Married, temperate, industrious and honest. Best of refs. Can keep books. Open for position anywhere in U. S. or Canada. Write 66L6 Grain & Feed Journals, Chicago

**HELP WANTED**

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago, Illinois.

**HAY**

**HAY WANTED AND FOR SALE**  
Hay—all Kinds—Bought and Sold  
Write for Prices

John Devlin Hay Company  
192 N. Clark St. Chicago, Illinois

**SCALES WANTED**

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

**MOTORS FOR SALE**

**A REAL BARGAIN**—15-h.p. motor with compensator for sale; 600 r.p.m., good as new. Westinghouse, three phase, r.p.m. 575; full load; frame 582 G; ser'al number 4254953; style 330417. Far. Union Co-op. Ass'n., Nickerson, Neb.

**ELECTRICAL MACHINERY**

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

**DYNAMOS AND MOTORS WANTED**

Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of Grain & Feed Journals—the medium for power bargains.

**SCALES FOR SALE**

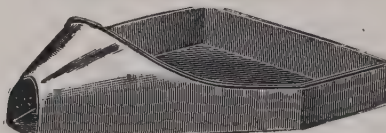
**BARGAINS**—4 and 5 bu. Richardson Automatic Scales for sale; in topnotch condition. W. H. Cramer Const. Co., No. Platte, Neb.

**RICHARDSON Automatic Scales** for sale, 4, 5, 6 and 15 bushel. First-class condition. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Missouri.

**SECOND HAND** scales for sale of any make, size or price, always find ready buyers when represented in the "Scales for Sale" columns of GRAIN & FEED JOURNALS Consolidated.

**ENGINES WANTED**

**WANT TO BUY**—6 or 8-h.p. used gas engine in good condition. J. A. Olson, Clarion, Ia.

**SAMPLE PANS**

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00 at Chicago.

Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65 at Chicago.

**GRAIN & FEED JOURNALS CONSOLIDATED**

332 So. La Salle St., Chicago, Ill.

**Receiving Books For Grain Buyers**

**Duplicating Contract Book**, for the purchase of grain from farmers. Contains 100 originals printed on bond paper and perforated, and 100 duplicates on manila, with ruled spaces on the back for entering amounts delivered, numbered in duplicate. Check bound, size  $5\frac{1}{4} \times 8\frac{1}{4}$  inches, supplied with four sheets of carbon. Order Form 10DC. Price \$1.15. Weight 1 lb.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size  $9\frac{1}{2} \times 11\frac{1}{2}$ , 200 pages, with a capacity for 400 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$3.00. Weight  $2\frac{3}{4}$  lbs.

**Scale Ticket Copying Book** contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size  $9\frac{1}{2} \times 11$ , supplied with four sheets of carbon. Order Form 73. Price, \$1.55. Weight 2 lbs.

**Grain Scale Book**, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 152 numbered pages and index, size  $10\frac{1}{2} \times 15\frac{1}{2}$ , and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.75. Weight 5 lbs.

**Grain Receiving Register** is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size  $8\frac{1}{2} \times 14$  inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$3.00. Weight 3 lbs.

**Duplicating Wagon Load Receiving Book**, designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size  $12 \times 12$  inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back, nine sheets of carbon. Order Form 66. Price \$3.00. Weight  $4\frac{1}{2}$  lbs.

**Grain Receiving Ledger**, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the commodity handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective commodity headings. The book contains 200 numbered pages with 44 lines each, and marginal index in front, size  $8\frac{1}{2} \times 13\frac{1}{2}$ , ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Order Form 43. Price \$3.50. Weight 3 lbs. Form 43XX contains 400 pages same as above. Price \$5.50. Weight  $4\frac{1}{2}$  lbs.

All Prices are for Chicago Delivery.  
Postage Extra.

Printed and Supplied by

**Grain & Feed Journals Consolidated**

332 South La Salle St. Chicago, Ill.

**KEEP POSTED**

**GRAIN & FEED JOURNALS CONSOLIDATED**  
332 So. La Salle St. Chicago, Ill.

A consolidation of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



**MACHINES FOR SALE**

**A BARGAIN**—Three-fourths ton S. Howes Vertical Mixer for sale. Only slightly used. Washburn Milling Co., Malone, N. Y.

**AIR-BLAST CAR LOADER**, new, best on market. Wonderful value. Write or wire Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Mo.

**A BARGAIN**—No. 1 Vita Cereal Mill in good condition for sale, or will trade for small two pair high roll. Address 66L4, Grain & Feed Journals, Chicago, Ill.

**PULLEYS**, Shafting and Hangers for sale. Let us quote you on any size you need. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Missouri.

**A REAL OPPORTUNITY**—Because of merger of two plants will offer for sale one No. 3 S. Jay Bee Mill with 50-h.p. direct connected motor. Mill now running and in fine condition. Brookston Grain Corp., Brookston, Ind.

**REAL BARGAINS**

- 1 "Papee" Hammer Mill.
  - 1 Electro-Magnetic Separator.
  - 1 20-h.p. Hispede Gas Engine, Hangers, Pulleys and Belting.
- H. M. Cross & Sons,  
Rochester, N. Y.

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**Grain & Feed Journals**  
CONSOLIDATED

332 South La Salle St. Chicago, Ill.

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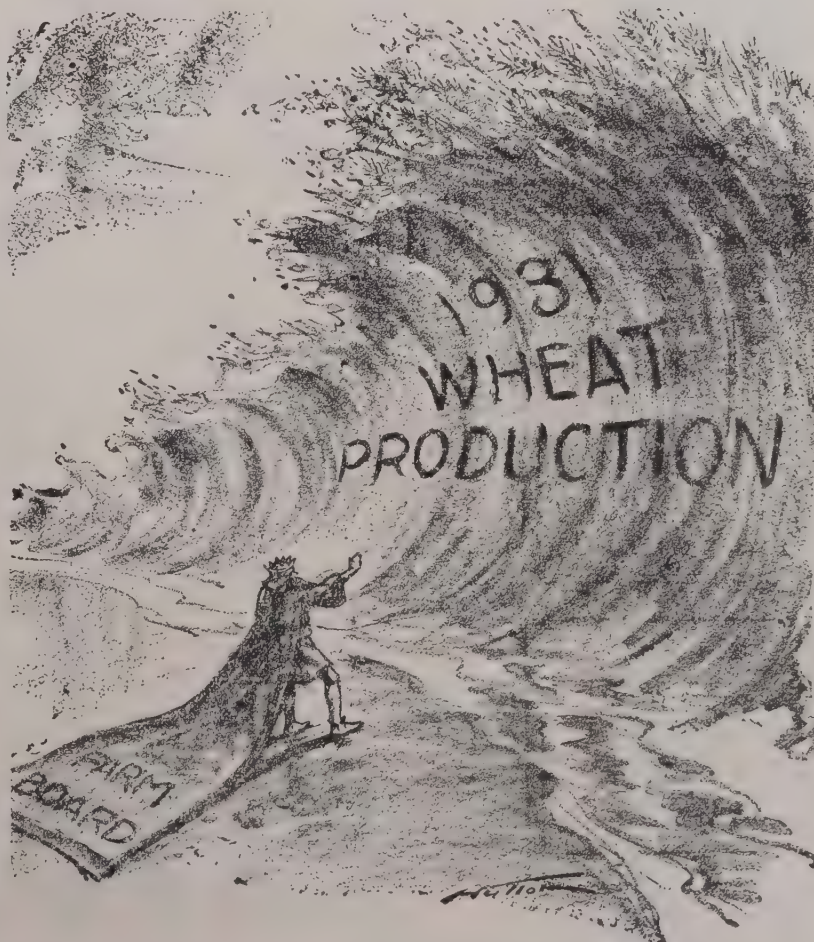
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**GRAIN DEALERS JOURNAL**,  
332 South LaSalle St. Chicago, Ill.

**King Canute II.**

The Chairman of the Farm Board shouted King Canute's command at the Wheat Producers but all in vain.

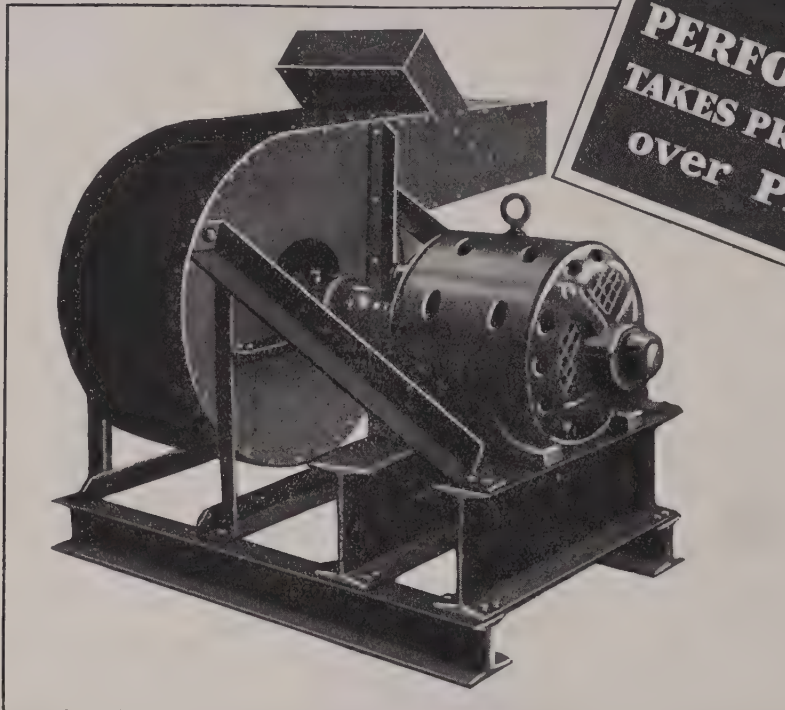
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# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Foreign Countries, prepaid, one year, \$3.00; to Canada, prepaid, \$2.50.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth. Member A. B. C.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, JUNE 10, 1931

WHAT a wonderful relief would come to the political racketeers and to the wheat growers if the Farm Board would get out of the grain business and stay out.

THE GRAIN Stabilization Corporation has unexpectedly discontinued the buying of wheat. Now if it will dispose of its holdings and stay out of the market wheat prices will have a chance to become stabilized of their own accord.

CAN YOU definitely determine how long it would take for wheat prices to hit rock bottom if the fickle Farm Board changed its mind and decided to unload its enormous stock of wheat? Under those conditions it would seem to be the part of discretion to keep all stocks closely hedged.

THE DEPRESSING influence of the Farm Board's 250,000,000 bus. of wheat is sure to reduce the market price of the 1931 crop more than forty cents a bushel unless North America's crop of spring wheat is a failure. It looks like the wheat growers are sure to be crucified by their own government.

THE USE of Farmer's Bulletin Boards in elevator offices and driveways is rapidly being extended to new sections and with advantage to both farmers and elevator operators. Farmers are glad to post their sale bills on such a bulletin board and every time they come to town will inspect the board to get the markets as well as other information posted.

CORN, according to Dr. C. J. Drake, entomologist of Iowa State College, is having a dickens of time on account of the cool weather being favorable to cutworms, sod web worms, seed corn maggots and beetle-bugs. Fortunately corn is not bothered with the so-called "farm-relieving" Farm Board, even if the bugs do get the early planting corn can be replanted.

A SURVEY just completed by the American Automobile Ass'n discloses plans for the immediate improvement of over 60,000 miles of highways in the 45 states covered by the survey. That means more and larger trucks will be employed in delivering grain to country elevators and the elevators equipped to unload the grain safely and expeditiously will be given the preference by sellers.

POOL MEMBERS in Alberta and Saskatchewan instead of supporting the racketeers demand that pooling of crops be made compulsory by law are making a determined fight for their right to market their grain wherever they can get the most for it. The higher prices obtained for wheat by non-members throughout the prairie provinces seems to have dissipated the hypnotic influence of the greedy pool promoters.

THE RESOLUTION adopted last week by the Massachusetts Legislature urging the repeal of the Agricultural Marketing Act to halt loaning of federal funds for private enterprises is welcomed as the first official recognition by the states that this Act is unfair class legislation. A law the purpose of which is to enhance the cost of living or to take money from the pockets of one class of citizens and put it into the pockets of another class should never have been enacted. Its early repeal should be demanded in the interest of equality of opportunity for all.

WHAT DO you suppose North American farmers would do if Great Britain or any other European nation appropriated \$500,000,000 to boost the price of wheat, or to stabilize it as some of the visionaries call it? You know all farmers would exert themselves to produce more wheat and that's what the wheat growers of Australia, Argentina and Russia have been stimulated to do by the activities of the U. S. Farm Board and the Canadian Wheat Pool. The sooner the Government ceases meddling with the marketing of agricultural products, the sooner will both production and consumption assume natural levels. European consumers will discard substitutes and North American growers will get a better price.

HAVING discovered another "emergency" the pool promoters of the Farmers Nat'l Grain Corpn have organized the Farmers Nat'l Warehouse Corpn under the laws of Delaware with an authorized capital of 5000 shares of no par value stock. It will be controlled by the insiders and in turn have control of all elevators which it can buy, lease or acquire. In other words the promoters propose to gain absolute control of the farmers grain whether he is agreeable or not and they are using Government money to do it.

WHEAT GROWERS who believe that advice is cheap, knew long ago that a marked reduction in the acreage planted to wheat would eventually result in higher prices at home, provided the producers of other exporting countries did not take advantage of the reduction in the U. S., and swell their own acreage accordingly. The tax payers half billion contribution to the Farm Board proves it to be the most expensive advice ever purchased for the wheat growers of any land, and in addition to the enormous contribution by the tax payers, the wheat growers will be called upon to contribute at least as much more in the way of a reduced price on the 1931 crop, because of the holding tactics of the foolish Farm Board.

TRUCK DRIVERS passing from Illinois to Wisconsin and vice versa have recently been arrested and warned to get a license in the offended state. Of course, some of these trucks are equipped with grinding mills and the officials of both states object to unlicensed trucks using the public highways. In other words, the prejudice against the large, heavy truck is gaining force. The operation of these trucks interferes with the enjoyment on the public highways by drivers of passenger automobiles and it also deprives railroad carriers of freight revenue and thereby reduces rail carriers' ability to contribute to the building and maintenance of hard roads. Feed grinding elevator operators will be glad of any Governmental activity which will reduce the size of the trucks or handicap the heavily laden trucks carrying portable mills.

ALL GRAIN TRADE associations are having a struggle to hold their membership and this, too, at the time when members of the trade need the association's assistance more than ever. The trade associations and the trade journals are working tooth and nail to get the farmers relieved of the ominous politician and of the racketeers' interference with the marketing of their products. These influential factors merit and need the financial support of every man actively engaged in the business. Those who have not enough invested in the grain business to give them a real interest in the trade's welfare, should shut up shop and make room for men who will work for the common good of everyone interested in the efficient marketing of grain by men long experienced in the business. The farm agitators are doing the farmer much harm.



WHAT if business is not good, moping about will not help it. Cheer up and go to work.

SO MANY grain buyers have attended the recent grain grading schools, it must be that all are more deeply interested in buying grain by grade than ever before. The old practice of buying grain by kind has brought heavy losses to many country shippers and all unnecessarily. They know full well they must sell by grade and that grain bought right is half sold; so it is much easier for them to empty their bins profitably.

A NEBRASKA representative of the U. S. D. A., crop reporting division has developed a new form of autocracy, and proposes that unless all farmers fill out crop reporting cards which are left in farmers mail boxes by the rural mail carriers, then the offenders are to be deprived of free mail delivery, and this emanates from a government representative in the land of the free. Any legislation or regulation proposed along this line will help to impress the grain growers with the real attitude of the bureaucrats toward them.

LOW COST of building material and labor should encourage grain dealers everywhere to make the much needed and long deferred improvements in their plants, as well as to build new modern houses equipped to handle grain expeditiously during rush periods. The many news items regarding improvements now being made which have appeared in the Journal the last two months show conclusively that many progressive dealers are alert to their opportunity and preparing for the easy handling of the new crop upon its arrival.

WHENEVER you are tempted or asked to overbid for grain or reduce your price on merchandise, remember that if you do so, you unwittingly destroy any confidence your favored patron may have had in your prices. Once you permit a customer to cajole you into changing your price, you encourage him to ask a change every time he comes to your elevator thereafter. If you make a change, you thereby admit that you were underbidding the market or over pricing your goods and often you will start an overbidding contest that will cost you a year's profit. Don't do it.

IT IS variously estimated that the Farm Board's wheat price pegging practices have already put the Government to a needless loss of over \$100,000,000, and the carrying charges will increase this loss \$3,500,000 each month until the enormous surplus now depressing the price of wheat is distributed to consumers. Piling up wheat in the show windows of the world's market has discouraged manufacturers buying more than was actually needed to fill rush orders. When the producers drive the politicians and the racketeers out of the agricultural field, they will get higher average prices and the production of a depressing surplus will not be stimulated by Governmental price pegging.

THE PARALYZING hand of Federal control prevents the reduction of railway wages that is necessary to make rates low enough to bring about a speedy recovery of business. Traffic is leaving the rails to go to the highways, where wages are unregulated. Between Washington, D. C., and Richmond, Va., the locomotive engineer gets \$1.88 per hour and the bus driver 72 cents per hour. The reduction in engine mileage hurts the miners, as the railroads are the heaviest consumers of coal, and many other industries indirectly. That the public is side-stepping all artificially high priced services these days is shown by the record of cars of revenue freight loaded during the week ended May 9, 747,449, a reduction of 301,511 below the corresponding week two years ago. The rail carriers must be permitted to get their rates down to a competitive basis. Repeal the Adamson eight hour law.

THE BROTHERHOOD of Railroad Train Men, meeting at Houston, Texas, recently, adopted a ringing resolution favoring an increase in railroad freight rates, not that they expect higher wages, because those fixed by the Government are more than double what they should be and the trainmen know that if the railroads are to meet competition, the rates must be advanced, or the wages of the railroad labor reduced. The Adamson eight hour labor law should be repealed, so that the railroads will have some chance of dealing with their employees on the basis of their necessities. With a material reduction in railroad wages, the carriers would be in a position to grant the reduced freight rates on grain recently ordered by the I. C. C., without danger of being thrown into bankruptcy courts.

THE CANADIAN Wheat Pool has not been noted for efficiency in the marketing of grain or economy in any of its operations. According to information presented to the Alberta Legislature recently, the Pool was indebted to the Canadian banks in September last year in the trifling amount of \$68,000,000, and since then, the Pool has attempted to handle the 1930 wheat crop, but was compelled by the Governments of the prairie provinces to turn the business of disposing of the surplus wheat over to an experienced grain man. At last reports, the provinces were credited with standing to lose some \$23,000,000 by extending credit to the Pool, so it may be that eventually the wheat growers of Western Canada will become convinced that they will be much money ahead if they will disband the Canadian Wheat Producer's Co. Limited and market their grain through the old established channels. It is worthy of note that on no crop of the past has the grain dealers of Canada carried much grain over from one crop to the next. They sold the grain and got it out of the country even though they did so at a large personal sacrifice. Holding two or three crops in the public show windows does not intensify the eagerness of consumers to lay in stocks of bread-stuffs in advance of their urgent needs.

STIMULATED by the wonderful success of the Federal Farm Board in pegging the price of wheat, Senator King of Utah has evolved a wild scheme for an international agreement to fix the price of silver at 50 cts. per ounce. If some shrewd statesman would fix for all time the standard of intelligence for men seeking admission to Congress, the nation might be saved from these impractical dreamers.

IT IS most encouraging that grain elevator men are quick to recognize the real advantage in replacing old style plain bearings with anti-friction bearings, which not only effect a marked reduction in the cost of power, but also a saving in time, labor and oil, to keep the bearings lubricated. Dealers who have been accustomed to carry an oil can on their trips about the elevator are glad to be relieved of this daily task without becoming obsessed with fear that friction is bound to burn the plant unless oil is freely supplied.

NOT ONE in a thousand of the country shippers operates his elevator on a waterway, yet they are asked to approve subsidies to water transportation that does not benefit them directly. Between points on the Ohio River 100 miles apart the cost of moving a ton of freight was \$1.25, of which the public paid 65 cents in taxes and only 60 cents was paid in freight. The average revenue derived by the railroads in the same territory was only 88.2 cents a ton for the 100-mile haul. The consequent loss of revenue can only make itself felt in poorer service by the railroads to the grain shippers at country points and they are taxed to maintain the waterway.

GRAIN TRADE associations would promote the cause of friendly relations among dealers if they would appoint an active Reception Committee for each gathering and urge them to make a special effort to get all dealers present acquainted. Too many timid souls keep aloof from the crowd and fail to join in the kindly interchange of ideas and convictions, thus denying to themselves one of the real benefits of coming to the convention. The more an organization can do to establish cordial relations among all members of the trade, the greater will be its influence to bring about the more general adoption of safer methods and the establishment of better conditions.

THE MANY miles of new hard roads being contracted for in different grain growing states should serve as a warning to elevator operators along these roads to prepare for the quick handling of larger loads. The building of hard roads in every section has always been followed by the introduction of larger trucks, which emphasize the need for stronger, heavier truck scales, larger receiving sinks, larger receiving legs and more storage. When a string of large capacity trucks start dumping grain into the pits of a country elevator, they fill up all available storage room so quickly the one leg house is forced to run all night to load cars in order to be able to receive grain from trucks the following day.



## Who Can Buyers Pay For the Crop?

The Department of Agriculture, working under several bills to relieve farmers from drouth and supply seed and feed, has loaned over \$50,000,000 to about 500,000 farmers. It is said that the Government has taken the first lien on the crop to insure the return of the money loaned. In some cases, the farmers were indiscreet enough to deposit the money borrowed from the Government in the bank and it was immediately attached by creditors. Other creditors are prepared to attach the growing crop.

The solicitor of the Department of Agriculture has announced that the money was loaned to farmers to purchase seed and fertilizers as well as feed for their animals and injunction proceedings will be started to protect the farmers in the use of the money so it is very evident that when borrowing farmers have grain to market that cautious grain buyers will employ the best legal talent obtainable to determine whom he can safely pay for the grain delivered. By harvest time, titles to the grain will be even more involved than at present, so it behooves buyers to keep on the lookout for any grain covered by liens of Government or other creditors.

## Fall of the Canadian Wheat Pool

The long expected collapse of the Canadian Wheat Pool combined with an indebtedness to the governments of the prairie provinces of approximately \$22,000,000 seems to place a permanent seal on the affairs of the wild visionaries who have wasted millions of the wheat grower's money in trying to boost the price of wheat to European consumers. The Pool has worked along the same line as the U. S. Farm Board. The managers of both price boosting campaigns were so cocksure of their ability to hold up the wheat consumers of the world that they overlooked both the eagerness with which the consumers would grab at substitutes and the eagerness with which growers throughout the world would seek to take advantage of the advance prices by planting a larger acreage.

So the racketeers who prattled long and loudly about "orderly marketing" are to be crucified by their own impractical scheme and of course, all of their followers and supporters will be seriously punished in the transaction. The wheat growers of the prairie provinces have patiently contributed most liberally to the waste and extravagance of the Pools and while no one has been charged with dishonesty; incompetence and a lack of knowledge and experience in the marketing of grain has contributed largely to the failure.

Each year the producers have contributed from 9 to 14½ cents a bushel for the privilege of marketing their grain through the Pool, until the marketing of the last crop has forced even a greater loss on the producers, so all will be happy to sell their grain in the

open market for cash in full on delivery. With the collapse of this great experiment in marketing through Pools, it is to be hoped that the farmer has at least a lasting lesson which will cure him of all future experiments in marketing any of his products except in the open public markets where competition truly reflects the supply and the needs of the world.

## Government Stops Pegging Cash Wheat

The overnight drop in the price of cash wheat June 3 on the heels of the Farm Board's unexpected announcement that the Grain Stabilization Corporation would immediately discontinue buying cash wheat at the pegged price came as a disagreeable surprise to shippers who had consigned grain in transit.

Complaints were loud and numerous, especially at Minneapolis and Duluth, where new wheat does not come on the market until the last of July. Buyers at country stations relied on statements that the stabilization of cash wheat would continue during June until the new crop became a factor in the market.

The legitimate grievance of the farmers and shippers is that no notice was given in advance by the government that it would stop buying cash wheat at the artificial price level. At Minneapolis, particularly, the situation was aggravated because the Government had been supporting the June delivery as it did the May at Chicago, June being an old crop future in the Northwest. The drop in the June delivery was severe, extending to 13½ cents.

At Chicago the Government bought wheat the last day of May at 83½c, and reduced its price to 81c June 1, sales being made late in the week at 76 to 78c.

The usual explanation for sudden cessation of buying is that the buyers have exhausted their capital or credit, but the chairman of the Board denies that it is bankrupt. He declares such reports are "absolutely false."

On Tuesday afternoon, June 2, the president of the Farmers National Grain Corp'tn wired a Kansas City newspaper that stabilization would continue for a time, but the order to stop buying went out from his offices the same evening. As the president of the Corporation had no intention to double-cross the trade it is evident that the wires are being pulled by some one higher up.

Altho the chairman of the Board stated recently that the Stabilization Corporation would not sell wheat below its announced schedule of prices, which advances ½c every ten days until June 30, there is no guaranty that the schedule will be maintained. No reliance can be placed in this schedule, except that millers know unlimited present supplies are available at those prices. Cash grain handlers who pursue the conservative practice of hedging all holdings in the future as usual can minimize the harmful effect of Government vacillations on their business.

## Results of the London Conference

The London Conference of delegates from the world's principal wheat exporting countries accomplished nothing except to advertise to the world that each was burdened with a surplus of wheat. All talked much and succeeded in convincing the world that altho the conference was frequently overheated with a super supply of gas, the incubator brot forth no practical solution of their common problem. The delegates were implored to reduce the acreage, to pool their products and to apportion their exports equitably among the surplus producing countries, but none of these wild schemes had a Chinaman's chance for receiving favorable consideration. Pooling wheat has resulted so disastrously wherever it has been tried, that men in their right senses are no longer disposed to adopt this means of so-called "orderly marketing," principally because it has not helped producers to the more satisfactory marketing of their crops.

Advertising the fact that these delegates came together with the common need to market an excessive surplus effected a depressing influence on the world's wheat markets and helped European importing countries to smile with satisfaction over the exporting country's trying problem. European importers through their use of substitutes have intensified the difficulty of the wheat exporting countries in finding a market for their surplus and the satisfaction of their success will encourage them to the further use of substitutes, until Governmental interference with the natural adjustment of supply to demand has been discontinued and the world's markets for foodstuffs are permitted to function normally.

The Australian and the Canadian Wheat Pools and the Federal Farm Board through their persistent efforts to boost the price of bread to European consumers, have driven good customers from the world's wheat markets and it will take some time to win them back. In the interest of wheat growers, all agencies now interfering with the marketing of wheat should retire with the hope that importing countries will soon forget the attempts of the poolers to gouge the consumers.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. & A. 37273 and C. & A. 17977, loaded with wheat, were in a bad wreck on the C. & A. on the morning of May 27 at Dwight, Ill., leaking badly.—R. A. McClelland.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Time for Filing Claim?

*Grain & Feed Journals:* If claim was not filed within 9 months on a shipment from Oklahoma to Galveston, Tex. what is the chance of collection under paragraph (b) Sec. 2 of the uniform B/L, regarding the filing of claims within 9 months of delivery?—A. K. Parlour, Hennessey Flour Mills, Hennessey, Okla.

**Ans.:** On ordinary claims for loss in transit the shipper loses his rights for failure to make claim within the prescribed time, which is within 6 months on domestic and 9 months on export shipments, after delivery.

An exception is made when the carrier does not need the notice for its own protection. When the damage occurs when loading or unloading or thru the negligence of the carrier it ought to have known of the damage thru its own information. The law therefore as expressed in the B/L and upheld by the Supreme Court is that no notice of claim is required "if such loss, damage or injury was due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence."

On such a negligence claim the shipper has two years and a day to file suit, after delivery or after a reasonable time for delivery has elapsed.

Whether the loss was due to negligence is determined by the facts in each case.

### Did Farm Board Benefit Wheat Growers?

*Grain & Feed Journals:* I would like to know how the extra price of 20 cents the farmers received from pegging the price by the Farm Board has done them so much harm, as alleged.

Did not the Farm Board help the farmers to the extent of the difference between the world price of wheat and the domestic or pegged price?—Farmers Union Co-operative Ass'n, Lincolnville, Kan.

**Ans.:** The higher price due to pegging is only one small item in the whole program of the Agricultural Marketing Act. The passage of the Act and the appointment of the Farm Board was notice to the world that the all-powerful United States Government was going to shove up the price of wheat and make Europe pay dear for the grain. Other countries increased their acreages in self defense. Due to the monopolistic tactics threatened by the Canadian Wheat Pool the foreign movement to increase wheat acreages started before the U. S. Farm Board got into action. The foreigners viewed the entrance of the United States Government into the price boosting game as a real menace. It seemed certain to the importing nations that they would have to pay dearly for wheat unless they produced their own or used substitutes for was not the United States the most powerful of all nations? Had it not won the World War? Did it not hold most of the world's gold?

Statistics of the carry-over of wheat each year on June 30 tell the story. In 1926 the carry-over was 143,000,000 bus., in 1927, 185,000,000; in 1928, 245,000,000; in 1929, 351,000,000, and in 1930, 379,000,000 bus.

The excessive supplies piled up to defend themselves from the threatened North American monopoly have greatly depressed the price of wheat. How much we leave our reader to guess. The loss to the growers by this government interference may be hazarded as between 50c and \$1.00 per bushel. If we deduct the 20 cents advance due to pegging by the Farm Board there still remains a loss of at least 30 cents per bushel due to the excessive supplies brought on by fear of government control of marketing.

The generosity of the federal government in handing the wheat grower 20 cents is on a par with the liberality of the robber who

took \$1 from a man on the highway and gave him back 20 cents for car fare home.

The 20 cents received by the farmer was actually an economic loss to the public. For every 20 cents given to the farmer the cost to the public in higher price of wheat and Farm Board losses in carrying and sacrificing abroad was probably in excess of 30 cents. This policy of spending 30 cents to get 20 cents is one reason for our billion dollar deficit.

### Is Government Financing Overbuilding?

*Grain & Feed Journals:* The Farm Bureau Federation is building an elevator here and Tipton already has a mill owned and operated by Mr. O. F. Brewer, a confirmed miller who in addition to his mill operates as an elevator man.

Mr. Brewer is an elevator man with a head to conduct his business in a profitable manner. He recently razed another elevator he owned here and rebuilt it at Greentown, Ind., on the site of an elevator which was recently destroyed by fire.

We understand that the Central States Wheat Growers Ass'n has donated the elevator to the farmers here and it is to be rebuilt from one of two they owned at Clark's Hill, Ind.

As to the necessity of this new elevator we would differ very much from the opinions of the men who are building it. This vicinity is amply supplied with elevator facilities. In addition to this the cannng factories take an acreage from immediately around Tipton of about 4,000 acres annually. This of course is taken from the raising of grain. The farmers in the community feed a great many hogs and that takes them from grain raising.

I would say that Tipton County had twice as many elevators as needed.—G. G. Davis, per Russell M. Davis, Tipton, Ind.

**Ans.:** This unnecessary duplication of facilities is uneconomic and wasteful, and is contrary to the Agricultural Marketing Act, which provides, in Sec. 7 (a) paragraph (3):

"No loan for the construction or purchase or lease of such facilities shall be made unless the Board finds that there are not available suitable existing facilities that will furnish their services to the co-operative ass'n at reasonable rates; and, in addition to the preceding limitation, no loan for the construction of facilities shall be made unless the Board finds that suitable existing facilities are not available for purchase or lease at a reasonable price or rent."

Even tho the Farm Bureau may be obtaining the funds for the erection of these surplus elevators elsewhere than from the Farm Board their construction is nevertheless indefensible.

**Freight rates** on corn will be reduced 10 to 20 per cent by the Argentine railways, effective probably July 1.

### Dominion Carriers Pay 5c Bounty On Exported Wheat

Premier R. B. Bennett of Canada announced on June 1 that "we propose to provide that the freight rates shall be adjusted by this country absorbing 5c a bushel on all wheat that is exported—effective this year."

This announcement came after his having pointed to the adverse crop prospects and the exhausted economic resources of many farmers.

### Accurate Records Essential for Collection of Railroad Claims

BY TRAVELING AUDITOR

In many instances, inadequate records or incomplete records prevent grain shippers from collecting claims for shortages, overcharges, etc.

Oftimes country elevator operators attempt to keep track of the amount of grain in each bin by jotting the weight on incoming grain down on scratch paper with no firm determination to keep each addition correctly classified. Such carelessness usually leads to difficulty and loss, first because it promotes mistakes in copying, then the slips are many times lost, and no satisfactory record can be kept of the amount of grain drawn off for retail sales. This slovenly system particularly leaves itself open to condemnation if for no reason other than being easy to make a mistake in deducting retail sales from the contents of the wrong bin.

Failing to place the distributor spout in the same bin to which incoming grain is being charged is one of the common mistakes leading to error and failure to collect claims. Accurate records show the bin record of each lot of grain purchased.

Wagon weights for a carload shipment are a miserable failure, and are about as satisfactory as the alternate entering of grain purchases in the coal sales book and coal sales in the grain receiving ledger. Where it is positively necessary to use wagon load weights for carload records, each weight ticket should show the car number and initials as well as the date when loaded.

With an automatic shipping scale, a consecutive record should be compiled. The scale record should show the weight per draft as well as the number of drafts with the car number and initial, and the date of loading. Same should be carefully recorded in a permanent shipping book.

Hopper weights should vary as far as the figure is concerned. Where the same weights run consecutively it is easy to forget whether or not the last draft has been entered.

It is commonly found that owners and managers read the beam and then go into their offices to enter the weight in the book, trusting to their memory in the meantime, as well as praying that no one will distract their attention before entry has been posted.

Again it is found that weights are frequently posted on bins or hopper of scales, with no car number or date shown. In other instances tabs of scratch paper nailed to the bin on which weights are posted at the time of weighing are found, it being the intention to transfer same into a record book, after the original record has been destroyed. If there is an error in the transfer of the figures it is just too bad.

Where the original record is destroyed it is not easy to prove a case in court, due to failure to preserve the original record. The court will not recognize a transcribed record.

Grain shippers cannot overlook the importance and value of records that have as their basis, system, uniformity and completeness. Records should be planned with the idea of insuring accuracy.

**Flaxseed consumed** in crushings in the United States from Jan. 1 to March 31 this year aggregated 6,571,000 bus.; compared with 7,966,000 bus. in the corresponding period last year, according to the Department of Commerce. The quantity of flaxseed crushed in the first quarter of each year has declined steadily since 1928 when 11,885,000 bus. were used, or 81 per cent more than in the first three months of this year.



### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 15-16. Indiana Grain Dealers Ass'n, Chamber of Commerce Bldg., Ft. Wayne, Ind.

June 15-16. Iowa Seed Dealers Ass'n, Iowa State College, Ames, Ia.

June 17-18. Ohio Grain, Mill and Feed Dealers' Ass'n, Hotel Cleveland, Cleveland, O.

June 18-19. Piedmont Millers Ass'n, Richmond Hotel, Richmond, Va.

June 18-20. Southern Seedsmen's Ass'n Irvin Cobb Hotel, Paducah, Ky.

June 19-20.—Pacific Northwest Grain Dealers' Ass'n, Walla Walla, Wash.

June 22-23. Farm Seed Ass'n of No. America, Brown Hotel, Louisville, Ky.

June 23. Oregon Feed Dealers Ass'n, first annual convention, Oregon State College, Corvallis, Ore.

June 24-26. Am. Seed Trade Ass'n, Louisville, Ky.

June 24. Southern Illinois Millers Ass'n, Sparta, Ill.

June 24. Central States Millers Ass'n, Toledo, O.

June 25. Illinois Community Feed & Grinders Ass'n, Jefferson Hotel, Peoria, Ill.

June 27. North Pacific Millers Ass'n, Tacoma, Wash.

June 29-30. Eastern Federation of Feed Merchants, Sagamore Club, Bolton Landing, Lake George, N. Y.

July 17. Michigan Grain, Feed & Hay Dealers Ass'n, Hotel Durant, Flint, Mich.

July 22-23.—New York State Hay and Grain Dealers' Ass'n, Buffalo, N. Y.

July 23-24. National Hay Ass'n at Buffalo, N. Y.

Oct. 11. Terminal Grain Weighmasters National Ass'n, Hotel Rice, Houston, Tex.

Oct. 12. Chief Grain Inspectors National Ass'n, Hotel Rice, Houston, Tex.

Oct. 12-14. Grain and Feed Dealers National Ass'n, Rice Hotel, Houston, Tex.

### Indiana Dealers Will Meet

The Mid-Summer Meeting of the Indiana Grain Dealers Ass'n will be held in the Chamber of Commerce Bldg., Ft. Wayne, Ind., June 15-16, 1931.

The Convention Sessions and the Banquet will be held in the Chamber of Commerce Building and Central Daylight Saving Time will govern.

MONDAY, JUNE 15TH, 9:00 A. M.

Registration of all members and guests in lobby of the Chamber of Commerce building.

OPENING SESSION, 10:00 o'clock (Sharp) Community Singing led by A. G. Phillips, Chicago, Ill.

Call to Order and Remarks by President O. L. Barr, Bicknell.

Address of Welcome from Chamber of Commerce—J. B. Wiles, Manager and Industrial Commission, Ft. Wayne.

Address of Welcome from our Hosts—Maurice C. Niezer, Ft. Wayne.

Response on Behalf of the Ass'n—G. A. Pritchard, Fortville.

Address, "Are Portable Feed Grinders Practical?"—Charles S. Clark, Editor, Grain and Feed Journals, Consolidated, Chicago.

Address, "Success or Failure in the Retail Feed Business."—A. G. Phillips, Sales Manager, Allied Mills, Inc., Chicago.

Discussion Period  
"The Indiana Wheat Pool as a Competitor."  
"The Success of My Business Since Changing to a Cash Basis."

Appointment of Convention Committees.

MONDAY AFTERNOON SESSION

1:15 P. M. Busses leave Chamber of Commerce for Sight-Seeing Trip through the Allied Mills, Inc., plant.

1:30 P. M. Busses leave from the same place for a trip through The Mayflower Mills plant.

2:15 P. M. Golf Tournament at the Fort Wayne Country Club. Mr. Sam Kraus, Ft. Wayne, is donating some valuable prizes to the winners of low gross, low net scores and blind bogey.

3:00 P. M. Horseshoe Pitching. A set of horseshoes to the winners in the doubles, and a pair of horseshoes to the winner in the singles, will be donated by the Indiana Grain Dealers Ass'n. Bring your own "hoss" shoes.

TUESDAY MORNING, JUNE 16TH,  
9:30 o'clock

Community Singing.

Address, "The Soybean Situation"—Prof. K. E. Beeson, Extension Agronomist, La-Fayette.

Report by Counties of the Growing Crop Conditions.

A brief address, followed by an interview by the Corn King and the Hay King, both of whom are from the Hoosier State.

"Improving the Quality and Production of Corn in Indiana"—Herbert C. Watson, Tipton, International Corn King.

"Indiana Does Produce Prize-Winning Hay"—Geo. J. Sauerma, Crown Point, International Hay King.

Address, "The Transportation Problem," C. D. Morris, Chicago, Ill., Ass't Chairman, Western Railways' Committee on Public Relations.

TUESDAY AFTERNOON, 1:15 o'clock

Address, "The Agricultural Marketing Act"—R. I. Mansfield, Bartlett, Frazier Co., Chicago, Ill.

Address, "Get the Government Out of Private Business"—Mark W. Pickell, Editor, The La Salle Street Herald, Chicago.

Discussion upon the above subjects.

New Business and Report of Convention Committees.

Adjournment.

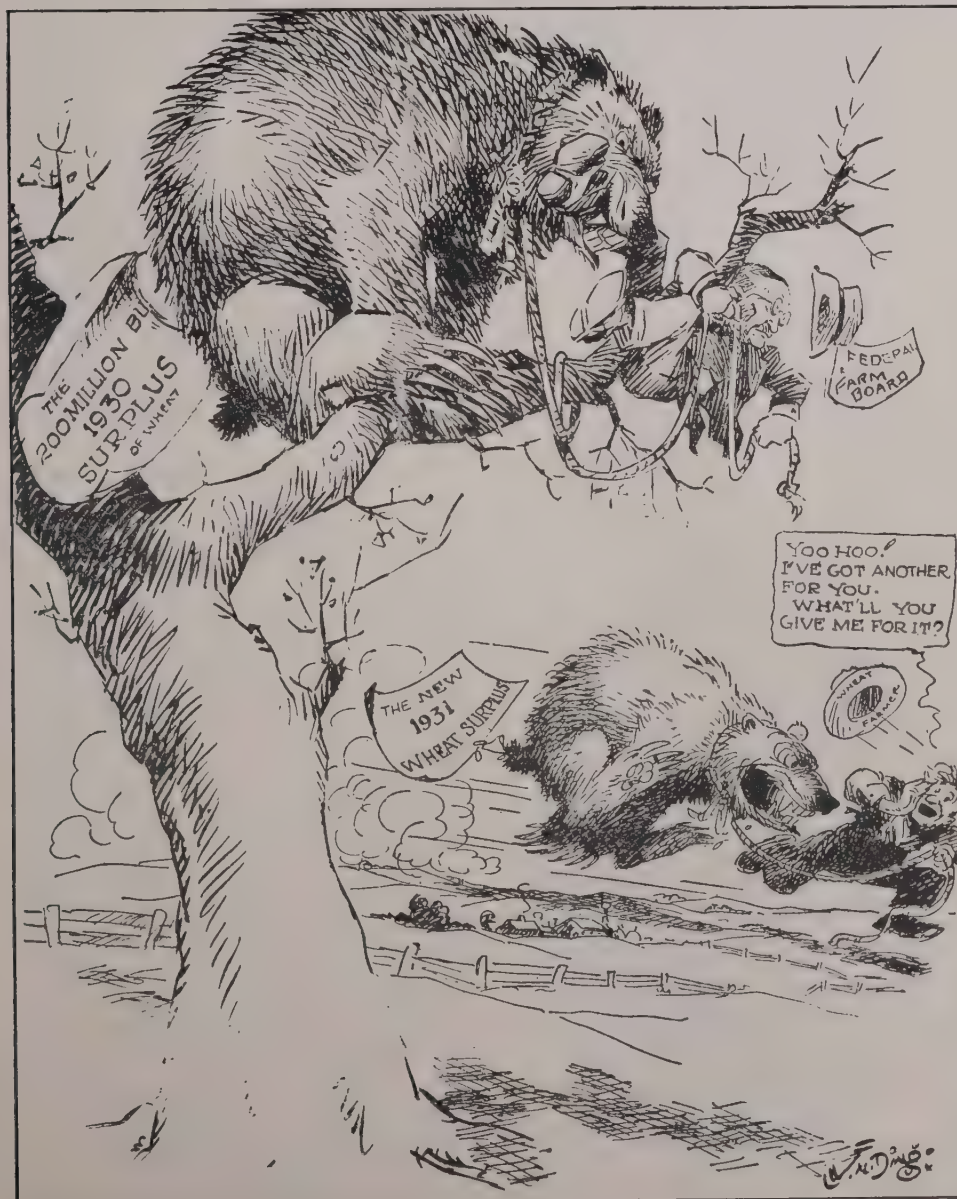
ENTERTAINMENT  
For the Ladies

Monday, June 15, 2:30 P. M. Reception and Card Party at the Fort Wayne Country Club. Autos will leave from the Chamber of Commerce at 2:15 o'clock, sharp.

Tuesday, June 16, 10:30 A. M. A Style Show by the Wolf & Dessauer Department Store. For the Ladies and Gentlemen

Monday Evening, 7:15 Sharp. The usual Banquet for all Members and their Guests. No speeches, but plenty of music and entertainment furnished by our Hosts.

### The Farm Board Is Quite Busy with Old Wheat and Not Interested in the New Crop



From Hamilton, O., News



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### A Danger Sign

*Grain & Feed Journals:* Red is a danger sign. Give the Farm Board Hell. We will help.—Van Wert Grain Co., Van Wert, O.

### Government Has Hurt the Farmers

*Grain & Feed Journals:* We are farmers as well as grain men and feel the government has hurt us terribly in having anything to do with the grain or live stock business. That is the feeling here in Kansas, generally speaking.—F., T. & Co.

### Harm Done by Farm Board

*Grain & Feed Journals:* Hoover promised to help the farmer but let a bunch of men inexperienced in the grain business work up a plan that has done more harm to the farmers than good.

I am surprised that a lot of directors of the co-operative grain companies can not see it instead of going ahead and joining their set-ups.—Calvin Gambrel, Waynesville, Ill.

### Farmers Lay Loss to Farm Board

*Grain & Feed Journals:* Most of our farmer patrons lay their loss to the Farm Board, headed by the head of the largest combination in America, and farm machinery 40 per cent too high to start with.

The only time the Farm Board held up prices was in the past few months after 80 per cent of the wheat was out of farmers' hands. They lost the farmers by their operations 40c per bushel on 1929 and on 80 per cent of the 1930 crop.—C. R. Latto, Oak Hill, Kan.

### Secretary Dorsey Retires

*Grain & Feed Journals:* As a farewell, I desire to thank those stalwart fellows who have been members of our Ass'n so long. I was present at the organization on Aug. 16, 1898, and have been present at every meeting since. The Ass'n has been worth a great deal to the milling and grain trade, and it is one of my regrets that some of those engaged in the business have not appreciated what the Ass'n has done for them. The Ass'n brought satisfactory trade rules and methods of doing business out of chaos that existed at its organization. There are some who are inclined to reap the benefits of Ass'n activities without paying their part of the maintenance cost. This organization is entitled to their moral as well as financial support. The secretary of the Ass'n, backed by the prestige of the organization, can accomplish a great deal more than any one individual.

It is sad to discontinue connection with an organization, to which I have given more than thirty of the best years of my life, loyalty, and for the benefit of most of the members and the trade generally. It is a satisfaction, however, to know that a great deal has been accomplished for the benefit of its members. I hope the Ass'n will prosper in the future under the new administration.—H. B. Dorsey, Secy, Texas Grain Dealers Ass'n, Fort Worth, Tex.

### Demands Farm Board Surplus Be Held Off Market

*Grain & Feed Journals:* There is entirely too much legislation in recent years regulating business. We believe if the national and state legislators for the next few years would spend more time in reviewing and canceling the laws on the statutes which have outlived their usefulness, and less time making new laws, it would allow business to recuperate from many burdens imposed on it by legislation.

In this connection we want to call attention to the Agricultural Marketing Act, which created the Farm Board. This legislation lost to the American farmer his world's wheat market. Legislation that has built up a surplus of over 200,000,000 bu. of Wheat, which is constantly in our showcases before the world buyers and exerts a constant depressing influence on world prices. Legislation that has filled our terminal markets with Wheat that will congest our markets when the new crops move.

This act apparently was passed without the usual careful consideration by Congress because they were over-anxious to do something for agriculture. Yet half a dozen other large foreign countries tried practically the same experiment over a period of ten to twenty years previously and they have all ended in failure. While they were holding their surplus off the world's market other countries increased their production and took the market away from them.

If the Farm Board had never held back any of the American farmers' Wheat from the world Wheat market in the beginning, and had allowed the Wheat to flow into the world's market in the usual competitive channels, Wheat, which at that time was selling around \$1.35 a bushel, would never have sold as low as 60c a bushel in this country. It has been this huge surplus held off the world's market which has been an ever-depressing influence, and has made hand-to-mouth buyers out of not only millers, but out of buyers of all grains, because no one would buy more than what he needed today for fear the Farm Board might dump its big load tomorrow.

Since members of the Farm Board have stated that it will not carry on stabilization operations during the 1931 crop year, and since it has built up this huge surplus of Wheat of over 200,000,000 bu. during the past two years, and since a new crop will start to market within two months, the best plan in the interests of the farmer would be for the Farm Board to specify a price high enough over the present market under which it will not sell a bushel of Wheat during the crop year of 1931-32.

This would take this huge surplus off of the world's market for the coming crop year, and have a strengthening effect upon both world and domestic markets.

However, to make such a plan a success, it is absolutely necessary that the Farm Board take such steps as are necessary to prevent the present large Wheat holdings from congesting the markets so that such markets will be free and open markets for the proper handling of the new crop, and

thereby allow the new crop to move into export as of old, on a supply and demand basis.

The latest statistics available, May 23, showed 230,000,000 bu. grain in the visible supply and 182,000,000 bu. of it in the following seven markets: Chicago, Minneapolis, Duluth, Omaha, Kansas City, St. Louis and Buffalo—leaving 48,000,000 for the rest of the United States.

The markets in the grain belt are bulging with Farm Board Wheat and it's up to the Farm Board to get the bulk of this Wheat out of the terminal markets so there will be an active demand for the new crop. The Farm Board has tied up most of the \$500,000,000 and it would now induce the farmer to hold back on the farm this year's surplus so that next spring, instead of having 200,000,000 bu. in the show-windows, we would have 400,000,000 bu.

I hope all organizations will pass a resolution to be sent to the United States senators and representatives to use their influence to repeal the Agricultural Marketing Act, and thereby take the government out of business.—A. L. Flanagan, Pres., Milwaukee Chamber of Commerce.

### Control of Supply and Demand a Failure

*Grain & Feed Journals:* Any law trying to do away with supply and demand will be a failure. The farm relief law was a promise that President Hoover made in his campaign and it has been a complete failure.—E. C. Knight, Randalia, Ia.

### Definite Policy Needed

*Grain & Feed Journals:* Surely by now any thinking person will admit the Farm Board has been a failure. One way out would be for the Government to adopt some definite policy of disposal and at the same time agree to stay out after getting this terrible mess straightened out.

It seems that those in control just wander aimlessly along neither thinking nor doing anything constructive.—E. T. Winkler, sec'y, J. Winkler & Son, Inc., Dale, Ind.

### The Farm Board Deserts Wheat Market

*Grain & Feed Journals:* What started out with every appearance of being a quiet and uneventful session of the wheat market was turned into a day of tumult and many misgivings when word came from Minneapolis that an early break of 6c in June wheat in that market was due to withdrawal of support by Farm Board agencies. Subsequently the option in question lost another 7½c making a total decline of 13½c from the opening price.

While this was going on all futures at Chicago sold at new low levels for the season, July wheat touching 56¾c. Liverpool had closed with a loss of 1¼c before anything happened over here, and Winnipeg had a holiday, so the Chicago market naturally had to assume the leadership and bear the brunt of the selling induced by the collapse of seemingly the last remnant of the Farm Board's fatuous house of cards.

Later in the day Chairman Stone confirmed discontinuance of support of cash wheat prices by the Grain Stabilization Corporation, giving as a reason the movement of new wheat in the southwest. He added that the corporation would not sell any of its present holdings of wheat up until July 1st except at the schedule of prices made public some time ago. This price would be around 85c for the basic grade at this time.—Hulburd, Warren & Chandler, Chicago.



## Are We Helping Ourselves?

From address by E. L. BROWN, Chester, Neb., before Kansas Grain Dealers Ass'n at Salina

**Blaming the other fellow.**—Two of us spent an afternoon going from one town to another, visiting our neighboring competitors. In commenting upon the fact that they were not making enough profit, each one invariably blamed his competitors and none assumed any of it himself. If anything was wrong, if one man was not trustworthy, or was greedy, or independent, or unreasonable, it was always the other fellow. If they were losing money, or were fighting, the other fellow was always to blame. But when we visited the other fellow he gave us the same story.

**Overbidding.**—A farmer, who by hard work had been very successful financially, bought an elevator in his home town. Some directors in the competing farmers elevator made statements that they would run him out of business. That started the fight. Since then he is showing them by buying most of the grain and at prices so high that he is pulling it from far into competing territory. We happen to know that he lost between two and three thousand dollars last year. And the Farmers Elevator, not to be outdone, is playing a close second and they too have lost more than a thousand. Not far from that station a Farmer Elevator, altho it is almost on the rocks, is continuing to take the business away from its competitor by buying on a gross margin of 1½ cents. At another station two competitors have been fighting for years until both are in a dangerous financial condition. They readily admit it. One tells me he recognizes that he is a failure as a business man and yet he says he will continue the ruinous pace until one goes broke, unless the other fellow will let him name the terms of an agreement. Examples like these are commonplace to all of you men.

Kansas is covered with the ruins of these battles, and yet other men are doing the same things, well knowing that disaster awaits them farther down the road.

**Friendliness.**—The big problem with us is to find a solution. We all know that it is extremely hard to make a man be good, but that if we can get him into the frame of mind that he wants to be good, then the accomplishment is generally easy. Which means that the big task is to inspire him to want to be good. My answer is simple. Accomplish it by friendliness. I firmly believe that 75 per cent of our competitive troubles can be cured by that one method.

No harmony of action will ever exist between competitors so long as ill-will, distrust, prejudice and envy are dominant. They must be eliminated, or at least suppressed, and each man must be brought to the attitude that he is willing for his competitor to have his rightful share of business and at a reasonable profit. And we cannot expect this to be accomplished until these men are friendly. In most cases this attitude and consequent fighting is between dealers in a town, but there are also plenty of cases where it is between the dealers in neighboring towns.

**Local Meetings.**—The best cure is for these men to be brought together, working if possible in a common cause, or at least to be together where they must maintain a degree of friendship. Most people will conceal their ill feelings in a public meeting, so that is a splendid place to start the good work. Applying this directly to Kansas dealers you recognize that I have the group meetings in mind. Every part of Kansas has felt the stimulus of Smiley's local meetings. Some sections have acted on the impulse and continued to hold them. Most sections have not. Where they are being continued, the results are unmistakable and competitive conditions are better than elsewhere. Competitors are friends, and these friends are working co-operatively to smooth out the minor troubles that are continually bobbing up.

**Group meetings** are so valuable that you are losing money and pleasure in your business if you do not have them. Just ask any of the dealers in the Marysville region what it means to them. They will quickly tell you it puts money in their pockets. Group meetings are the medium to accomplish the seemingly impossible. Men may attend with a mind full of skepticism, suspicion, ill will, and probably with bitterness toward a certain few. The informal discussions that are sure to be indulged in may possibly cause them to take part. But if not, they go home with a more wholesome feeling toward those fellows who have discussed the troubles and perplexities that are common to all. As a result, they probably come back to the succeeding meetings, and little by little acquire

a more harmonious attitude toward those they have distrusted and despised. Bitterness gradually gives way to friendliness, and a feeling of independence, and "strictly minding their own business" is supplanted by one of desire for regional harmony and good will. Almost unconsciously personal hatreds melt away and the old disposition to "harpoon" a competitor is changed to a desire to treat him right.

**The great value** of group meetings lies in their frequency. They should be held often enough to keep competitors in close contact and thus maintain a friendship that will eliminate friction. Bringing men together at long intervals will not do the work. Frequent meetings also induce the discussion of even the minor problems and this often prevents the possibility of clashes and strife.

Three aggressive dealers are sufficient to insure success anywhere. If three men will be forward enough to take it upon themselves to call these meetings and continue them until sufficient enthusiasm is finally acquired, success is assured. I don't care if only a dozen men attend for awhile, it will finally begin to grow and eventually most of the dealers will attend regularly.

Can you afford to do all this work? It will pay you more for the time spent than anything in connection with your business. Men in regions that hold frequent meetings will tell you that it means success to each of them. What better could you ask? But you cannot excuse yourself by asking some other dealer to "lead off." If there is need of this work in your region, the duty is yours and you owe it to yourself and the business in general to take the lead and start the ball rolling. Don't be discouraged if certain ones do not attend. Co-operate with those who will work, and be sure to invite the unfriendly ones each time. Reinforce it by the personal invitations of several men. Make it easier for these people to attend than to remain away. The hard work will be in getting this started. As soon as several other persons become enthusiastic it will require no pushing.

## New Secretary Texas Ass'n

Mr. G. E. Blewett, who for the past eighteen years has been actively engaged in the grain business in Fort Worth, has been appointed Secretary-Treasurer of the Texas Grain Dealers Ass'n by the Board of Directors of that Organization effective June 1st. Mr. H. B. Dorsey, who has been Secretary-Treasurer for many years, has resigned.

Mr. Blewett will continue his activity in the grain business, handling his new duties in line with his other work, and has moved the office of the Texas Grain Dealers Ass'n to his office, 1926 Fort Worth Grain & Cotton Exchange Building.

In assuming this work, which is prac-



G. E. Blewett, Ft. Worth, Tex., New Sec'y Texas Grain Dealers Ass'n.

tically without compensation, Mr. Blewett hopes materially to increase the membership of the Ass'n and in due time have it enjoying its former prestige as the largest state organization in the country.

## Cleaning House of Reinforced Concrete at Omaha, Neb.

Maximum cleaning capacity with minimum handling of the grain has been accomplished by a unique arrangement in the cleaning house of the Cargill Elevator Co., at Omaha, Neb. The connection of the working house to the cleaning house is designed to permit the cleaning of grain as it is received at the rate of 25,000 bus. per hour and the immediate deposition of cleaned grain directly into the bins.

The house consists of 6 tanks, two interspaces and 4 outerspace bins, the bottoms of the bins having the economical steel hopper bottoms. The cupola is of structural steel.

A second set of cleaners is provided and is fed by means of two 10,000-bu. per hour legs, the cleaners being located at the top of the house also, so that as the grain is cleaned it drops directly into the storage bins. The third leg is one of 5,000 bus. per hour capacity for taking washed grain from the washers in the basement and elevating it into the storage. The leg belts are 38, 18 and 12 inches wide.

A new Fairbanks Hopper Scale and garner are provided in the present work house so that grain can be received, weighed and put into the old storage or new cleaning house and cleaned without re-elevation.

One of the three conveyor belts, all of 48 inches width, is operated in the basement for removing grain from the cleaning house thru a concrete tunnel to either of the legs in the workhouse. These conveyors and the legs are driven thru herringbone gear reduction units. All of the machinery is equipped with anti-friction roller bearings.

Four No. 11-B Monitor Steel Clad Receiving Separators equipped with ball bearing fan and eccentric shafts are grouped in batteries of two with fan shafts made in common so that each pair can be driven by one 20-h.p. motor. Five other separators are provided.

Individual G. E. Electric Motor drives are provided for the machinery, there being 16 varying from 3 to 125 h.p. The starters are of the automatic push button type, located in a dust-proof room with start and stop buttons at or near the motors.

The basement is light and airy and is provided with full height windows above grade.

A very large volume of grain is intended to be put thru this house, and the dust extracted will be correspondingly large in quantity, requiring special equipment for its disposition. A complete dust collector and sweeper system is provided, driven by a 30-h.p. motor. Dust collectors are placed at the top of the house designed to discharge directly into the dust bin, located on the shipping track and equipped with motor driven dust loader, having a capacity to load a car of dust in two hours.

A Richardson Car Dumper is a valuable addition to the handling facilities. The plant was designed and erected by the Jas. Stewart Corporation.

An exterior view of this plant is shown on the outside front cover.

False claims to be operating mills for the manufacture of flour have been made, and the Federal Trade Commission recently ordered the following to cease and desist: Royal Milling Co., Tennessee Grain Co., Nashville Roller Mills, Snell Milling Co., Wautaga Milling Co., State Milling Co., and Cherokee Mills, all of Nashville, Tenn.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Hollister, Okla., May 26.—All crops here are Al.—W. M. Black, Black Bros.

El Reno, Okla.—May 29.—Prospects look good for a big crop this year.—Leo Anthis, grain inspector.

Lubbock, Tex., June 5.—Harvesting of wheat with binding machines has started in this territory. Wheat is just beginning to ripen.—E. W. M.

Plainview, Tex., June 4.—A section of territory extending for about 30 miles around Plainview is suffering for lack of moisture and is not expecting much of a crop.—E. W. M.

Tulia, Tex., June 4.—We are suffering from lack of moisture. Barley that was expected to produce 40 or 50 bus. per acre will turn out only about 15. Wheat needs rain for filling.—W. C. Cowan.

Navina, Okla. May 27.—Harvest is not far distant. Oats will be ready to cut about the 10th of June, and they look like 40 bus. to the acre. Wheat also looks fine.—L. E. Shields, Farmers Co-op. Co.

Oklahoma City, Okla., May 27.—Wheat is in the head and will be ready for binding in about three weeks, which means that the combines will be at work between the 20th and 25th of June. So far it looks like a bumper yield.—E. W. M.

Baltimore, Md., June 4.—George E. Morrison, proprietor of Geo. E. Morrison & Co., grain and hay merchants of this market, returning from a motoring trip through adjacent states, reports the new wheat crop in the nearby country as never having looked better.—R. C. N.

Gruver, Tex., May 26.—Crop prospects have been cut 25% in Texas during the past 15 days. High electric winds and green bugs are the principal causes. The crop can not exceed normal, if it does that well. Texas will not exceed 40,000,000 this year.—J. L. Davis, mgr. A. P. Borger Grain Co.

Crosbyton, Tex., June 5.—It looks as tho not more than 10% of the wheat in this trade territory is free from smut. Percentage of smut runs from about 20% to 80%, mostly in the higher figures. Yields will not average much more than 10 bus. to the acre.—L. D. Huckabay, Crosbyton Elvtr. Co.

Pampa, Tex., June 1.—In a 264-mile trip from Enid, Okla., to here, wheat was observed to be in top-notch condition and reports along the way seemed to indicate many sections will enjoy average yields of 20 bus. per acre or better. Needed rains have fallen practically all along the route and the heads are filling as tho they meant business on the job of producing another crop such as was raised in 1929.—E. M.

Gracemont, Okla., June 5.—It looks as tho we are going to have a bumper crop of corn and cotton. I have been over most of our trade territory and find corn is a little late in growth for this time of the year, but our subsoil is full of water and all crops are growing and looking fine. More corn planted here than there has been for several years. The cotton acreage has been cut down and the corn increased.—C. A. Downing, mgr. C. A. Downing Elvtr. Co.

Springfield, Ill., June 3.—The week was warmer than the previous one and good rains were general. Corn shows improvement as a result of favorable weather. The first planting of corn is mostly completed, but considerable replanting is necessary. Some corn has been cultivated. Winter wheat shows good to excellent condition and progress. The condition of oats varies but averages good. This crop is heading in central areas.—Clarence J. Root, meteorologist, U. S. Dept. of Ag.

Decatur, Ill., June 6.—Winter wheat looks better than we ever remember and while it stands very tall and shows a heavy growth, in so far as we can see, the heads are long and well filled; harvest promises now to be about one week early and may commence here the last days in June. Regardless of the time of planting, the size of the corn plants are more nearly uniform than usual. Farmers this week have been cultivating their corn fields vigorously and in most cases have won their battle with the weeds. Corn shows a general good stand and color. Corn acreage this year is larger than usual and oats smaller.—H. I. Baldwin & Co.

Indianapolis, Ind., June 3.—Rather warm weather marked the first half of the week and temperatures were considerably below normal at the close. Moderate showers occurred Saturday. Conditions for crop growth and field work were substantially improved, and practically all crops made very good to excellent advance. Wheat is heading in northern sections and is in full head generally in the south. Condition is reported as very good to excellent, although it is rather too rank locally in the south, where some has fallen. Oats made good advance, and are improved in most localities, but some fields are rather short, and in some areas condition varies widely. Corn improved during the week, and is of better color. Cutworms have been very active, however, and much replanting is necessary. Some cultivating was done in the north, and this work was general in central and southern sections.—J. H. Armington, senior meteorologist, U. S. Dept. of Ag.

Minneapolis, Minn., June 3.—Our Northwest has experienced extremely variable weather conditions, and crop progress on the whole was not what it should have been at this time of the year. Spring sown small grain crops as a whole are from a week to ten days behind normal progress for this time of the year. The successive periods of low temperatures have retarded growth generally, and in some localities the same fields are reported to have been frozen off two or three times. High winds and earlier lack of moisture have also taken their toll but up to the present time comparatively few of our correspondents advise any wide-spread or serious damage that cannot be remedied by continued rains and seasonable temperatures. Seeding of flax is completed in southern districts and 75% finished in northern. Considerable frost damage has been experienced. Corn planting is from 90% finished in the southern territory to 50% in the northern,

and early fields have also suffered to some extent from cold weather. Winter wheat in Montana is not holding its own against the continued dry weather, and winter rye in almost all parts of the territory is showing up rather thin stands and heading short. Seasonable weather and continued rains are still the most important factors in our crop situation.—The Van Dusen Harrington Co., by T. P. Heffelfinger.

### Government Crop Report

Washington, June 9.—The crop reporting board of the U. S. Dept. of Agriculture makes the following estimates as of June 1:

	Acreage in Thou. Acres	5-yr. Aver.	Production in Million Bus.		Yield per Acre Bushels	
			1930	Indicated June 1	1930	Indic. June 1
Winter wheat	40,432	547	604	649	15.7	16.1
Rye	3,793	46.1	50.2	43.8	13.5	11.5

Crop	Condition—			
	June 1, 10-yr. av. 1920-1929 Per cent	June 1, 1930 Per cent	June 1, 1931 Per cent	June 1, 1931 Per cent
Winter wheat	75.7	71.7	84.3	84.3
Durum wheat	...	86.0	72.4	72.4
All spring wheat	86.2	85.7	67.9	67.9
Oats	82.6	83.2	84.7	84.7
Barley	84.5	86.4	77.2	77.2
Rye	82.7	81.4	74.8	74.8
Hay, all	83.6	78.7	76.2	76.2
Hay, wild	82.9	85.7	69.6	69.6
Hay, all tame	83.7	77.6	77.4	77.4
Pasture	85.0	80.4	78.5	78.5

### Winter Wheat 10% Above 10-Year Average

Chicago, Ill., June 3.—Weather conditions in May were generally more favorable than average years for the development of the winter wheat plant, and the condition is rated 85.4% of normal as compared with 71.7% a year ago and 75.7 the average for the preceding ten years on June 1.

Present condition of winter wheat is interpreted as forecasting a production of 677,000,000 bus.

Spring wheat has the lowest initial condition, with one exception, on record. Condition reports average 78.6% of normal, which compares with 85.7 a year ago.

The acreage sown to spring wheat is estimated to be 9.7% less than last year, 18,560,000.

Rye prospects declined moderately during May, present forecast being 49,517,000 bus.—Nat C. Murray, Statistician, Clement, Curtis, & Co.

### Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past three weeks, have been as follows, in cents per bushel:

	Wheat									
	May 27	May 28	May 29	June 1	June 2	June 3	June 4	June 5	June 6	June 9
Chicago	59	59½	60	58¾	59½	56½	58¾	59½	59¾	57½
Winnipeg	59	59½	60¾	59½	60	...	61¾	63	62½	60¾
Liverpool	63½	62	62½	61¾	63	61¾	61¾	62¾	65½	62¾
Kansas City	52¾	53½	53¾	52¾	52½	50¾	53	54	53¾	51¾
Minneapolis	66½	66¾	68	65½	65½	60½	63¾	64½	65¾	64¾
Duluth, durum	65¾	65¾	63½	63½	64	56½	59	60¾	58¾	55¾
Omaha	51½	51½	52	50½	51¾	49	50¾	52	51¾	50½
St. Louis	55½	56¾	56¾	55½	56	53½	55	56	56	55½
Milwaukee	59	59½	60	58½	59½	57	58¾	60	59¾	58¾
	Corn									
	May 27	May 28	May 29	June 1	June 2	June 3	June 4	June 5	June 6	June 9
Chicago	55½	57½	56¾	55½	56¾	56¾	57½	57½	56¾	56
Kansas City	49¾	51½	51½	50½	50½	50¾	51½	51½	51½	50¾
Minneapolis	50½	51¾	51¾	50	50½	50½	50¾	50¾	50¾	50
Omaha	47½	49¾	48¾	47¾	48½	48½	49½	49¾	49	48¾
St. Louis	55½	56¾	56¾	55½	55¾	56¾	56¾	57½	56¾	56½
Milwaukee	55½	57	56¾	55¾	56¾	56¾	57½	57½	57	56¾
	Oats									
	May 27	May 28	May 29	June 1	June 2	June 3	June 4	June 5	June 6	June 9
Chicago	26¾	26¾	26¾	25½	26½	26	26½	26½	26½	26½
Winnipeg	28½	28¾	28¾	28¾	28¾	...	29	30	30¾	29¾
Minneapolis	24¾	24¾	24¾	23¾	23¾	23½	24¾	24¾	24	23¾
Milwaukee	26½	26½	26½	26¾	26¾	26	26¾	26¾	26¾	...
	Rye									
	May 27	May 28	May 29	June 1	June 2	June 3	June 4	June 5	June 6	June 9
Chicago	38½	39	38¾	38¾	36	36¾	37¾	37¾	37	36½
Minneapolis	34½	35	34¾	34¾	34½	33¾	34¾	35½	34¾	34
Winnipeg	34¾	35½	35¾	34¾	34¾	...	36	36¾	36	35¾
Duluth	35¾	35¾	34¾	34¾	34	33¾	34¾	35¾	35	34¾
	Barley									
	May 27	May 28	May 29	June 1	June 2	June 3	June 4	June 5	June 6	June 9
Minneapolis	31½	32½	31½	30½	30½	29¾	31	32½	32	32½
Winnipeg	29¾	30½	31	30½	30¾	...	32½	33¾	33¾	32¾



### Filling Weather Vital to Southwestern Wheat Crop

Chicago, Ill., June 1.—The condition of winter wheat is estimated at 82.2% of normal, which indicates a yield per acre of 16.1 bus. and a production of 649,410,000 bus. Only with phenomenal filling weather will plants be able to fill a heavy berry. Rains in Texas, Oklahoma, and southern Kansas since May 25th have assured good yields; but the situation is increasingly less favorable northward and northwestward into Canada. Harvest dates promise to be normal to a week late unless prematurely forced at the expense of yield. With average weather, very little Kansas crop will be delivered at country elevators in June.

By states, in million bushels, Texas has 46, Oklahoma 54, Kansas 164, Nebraska 56, Missouri 26, Washington 36, Pennsylvania 18, Ohio 42, Indiana 33, Illinois 44.

#### Spring Wheat Area Unfavorable

Spring wheat acreage is estimated at 18,552,000, which is a reduction of 9.7% from 20,545,000 last year. The condition is 78.7% of normal, or the lowest since 1926 and, excepting the latter, is the lowest for many years. Indicated production is 213,000,000 bus. By states, production in million bushels, followed by condition and acreage in parentheses, are given: North Dakota 88 (80) (8,402,000), South Dakota 34 (84) (3,102,000), Minnesota 13 (84) (972,000), Washington 14 (68) (1,097,000), Montana 32 (69) (2,995,000).

Acreage in Canada Prairie Provinces.—Continued dry weather has caused further reduction from intended wheat acreage in western Canada and a loss of sown acreage from soil drifting. As given above, the prairie spring wheat acreage harvested last year was 23,836,000, but probably 25,908,000 acres were sown. This year 22,879,000 acres were sown or in prospect on May first. On June first 21,226,000 remain for harvest, or an acreage 11.0% less than harvested last year. Partially recoverable damage from blowing and drought involves an additional large acreage. The 5-year average prairie province wheat acreage is 22,929,000.

Indicated prairie province spring wheat production is 288,700,000 bus. Either good, general rains by June 10 or continued dry weather would alter the situation considerably.—R. O. Cromwell, Statistician, Lamson Bros. & Co.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Ft. Worth, Tex., June 5.—In regard to the statement of the Farm Board that it was necessary for them to withdraw from the market owing to the heavy movement of new crop wheat in Texas, so far there hasn't been a car of new crop wheat loaded in Texas or Oklahoma, and it will probably be Wednesday or Saturday of next week before we receive any new crop wheat.—G. E. Blewett, Blewett Grain Co.

### Rye Movement in May

Receipts and shipments of rye at the various markets during May, compared with May, 1930, in bushels, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Boston .....		2,100		
Chicago .....	325,000	539,000	597,000	2,073,000
Cincinnati .....	9,800	1,400	5,600	1,400
Denver .....	3,000	2,800		
Duluth .....	13,104	537,149	442,958	20,900
Ft. William .....	447,111	278,807	723,319	211,248
Indianapolis .....	1,500	1,500	1,500	
Kansas City .....	16,500	10,500	27,000	4,500
Milwaukee .....	6,000	210,000	76,250	7,625
Minneapolis .....	199,420	394,860	244,420	242,320
New York .....			93,000	
Omaha .....	19,600	16,800	9,800	7,000
Peoria .....	409,800	1,200		1,200
Philadelphia .....	1,427	1,874		
Portland, Ore. ....		1,250	75	
St. Joseph .....	1,500		1,500	
St. Louis .....		16,900		1,300
Seattle .....		1,500		
Superior .....	15,610	28,124	9,612	10,173
Toledo .....		6,000		2,320

### Wheat Movement in May

Receipts and shipments of wheat at the various markets during May, compared with May, 1930, in bushels, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Boston .....			270,540	
Chicago .....	4,002,000	378,000	3,085,000	4,869,000
Cincinnati .....	216,000	444,800	347,200	225,600
Denver .....	359,800	257,600	54,600	16,800
Duluth .....	3,386,375	2,533,175	5,312,287	6,498,042
Ft. William .....	12,633,818	7,406,274	24,513,873	21,962,932
Ft. Worth .....	715,400	494,200	449,400	673,400
Galveston .....			361,557	
Houston .....			140,000	372,000
Hutchinson .....	1,934,800	848,400		
Indianapolis .....	384,000	648,000	142,000	224,000
Kansas City .....	9,899,200	3,272,000	6,094,110	4,233,325
Milwaukee .....	2,323,860	60,060	418,100	111,600
Minneapolis .....	4,966,270	4,158,110	3,321,340	2,901,320
New Orleans .....		1,881,230	1,118,455	949,288
New York .....	1,242,000		698,800	
Omaha .....	4,678,400	704,000	3,453,800	1,415,400
Peoria .....	312,000	94,800	109,200	94,800
Philadelphia .....	344,573	95,077		728,749
Portland, Ore. ....	3,464,000	1,668,950	473,072	1,076,613
St. Joseph .....	591,000	124,500	421,500	781,500
St. Louis .....		2,500,400		2,591,085
San Francisco .....		207,000		
Seattle .....	1,948,800	551,600		
Superior .....	2,209,837	1,829,096	2,119,383	3,218,799
Toledo .....	151,200	1,601,425	185,785	239,835
Wichita .....	1,135,500	451,500	1,876,500	1,056,000

### Barley Movement in May

Receipts and shipments of barley at the various markets during May, compared with May, 1930, in bushels, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Chicago .....	258,000	549,000	276,000	98,000
Cincinnati .....	3,200	1,600	1,600	
Denver .....	83,200	46,400	6,400	14,400
Duluth .....	117,048	109,257	512,299	364,234
Ft. William .....	1,046,641	636,962	5,176,833	888,849
Ft. Worth .....	16,000	51,200	67,200	81,600
Hutchinson .....	28,800	20,800		
Indianapolis .....	7,500	4,500	10,500	
Kansas City .....	96,000	59,200	22,400	91,200
Milwaukee .....	834,845	964,275	192,200	136,400
Minneapolis .....	896,920	828,950	870,600	983,950
New Orleans .....	1,600		1,600	33,600
New York .....	1,130,000		662,000	
Omaha .....	33,600	70,400	12,800	83,200
Peoria .....	196,600	393,100	84,000	120,400
Philadelphia .....	8,315	1,248	8,315	
Portland, Ore. ....	11,250	3,750		
St. Joseph .....	10,500	26,250	5,250	3,500
St. Louis .....		44,800		32,000
San Francisco .....		1,407,021		
Seattle .....	59,200	16,000		
Superior .....	115,003	110,796	196,957	67,300
Toledo .....	2,400	3,600		
Wichita .....	23,400	28,600	18,200	19,500

### Corn Movement in May

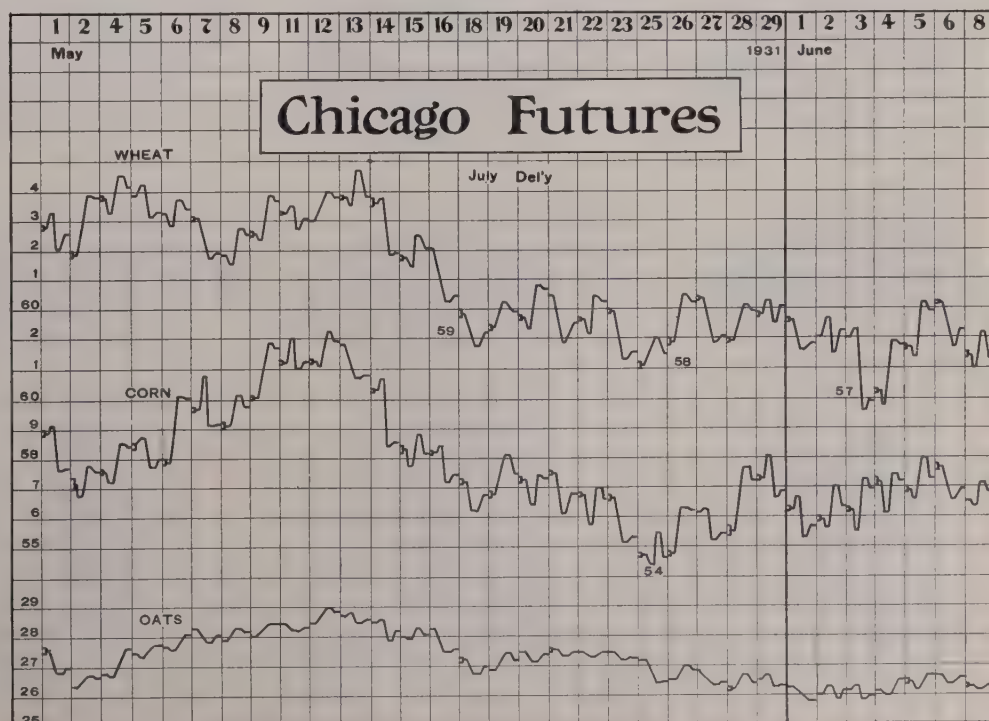
Receipts and shipments of corn at the various markets during May, compared with May, 1930, in bushels, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Boston .....		1,175		
Chicago .....	2,822,000	2,282,000	2,944,000	3,565,000
Cincinnati .....	189,000	586,500	235,500	427,500
Denver .....	847,500	456,000	339,000	177,000
Duluth .....	206,760	93,464	851,228	658,550
Ft. William .....	9,978		9,978	
Ft. Worth .....	93,000	327,500	75,000	147,000
Hutchinson .....	10,500	166,500		
Indianapolis .....	916,000	1,927,500	1,420,500	1,764,000
Kansas City .....	1,929,000	2,029,500	2,670,000	3,024,000
Milwaukee .....	426,240	614,200	1,235,232	1,021,185
Minneapolis .....	424,380	564,310	363,180	670,030
New Orleans .....	99,535	75,909	58,699	108,428
New York .....	84,000			
Omaha .....	789,600	1,099,000	1,988,000	3,921,400
Peoria .....	534,250	2,004,400	327,700	999,000
Philadelphia .....	3,674	7,456		
Portland, Ore. ....	81,600	151,200		
St. Joseph .....	507,000	705,000	1,092,000	1,075,500
St. Louis .....		1,941,800		2,046,725
San Francisco .....		65,000		
Seattle .....	93,000	193,500		
Superior .....	207,690	52,031	544,845	386,190
Toledo .....	60,000	100,000	1,100	5,210
Wichita .....	80,600	128,700	40,300	101,400

### Oats Movement in May

Receipts and shipments of oats at the various markets during May, compared with May, 1930, in bushels, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Boston .....		41,400		
Chicago .....	982,000	3,942,000	2,316,000	1,842,000
Cincinnati .....	198,000	212,000	182,000	224,000
Denver .....	44,000	56,000	30,000	10,000
Duluth .....	79,919	199,654	764,500	698,807
Ft. William .....	2,402,994	856,888	3,203,577	2,144,128
Ft. Worth .....	38,900	180,000	40,000	68,000
Hutchinson .....	2,000			
Indianapolis .....	508,000	926,000	526,000	1,008,000
Kansas City .....	180,000	666,000	152,000	534,000
Milwaukee .....	141,305	380,520	2,128,559	2,149,500
Minneapolis .....	513,590	806,680	738,160	2,628,100
New Orleans .....	56,402	71,002	290,605	60,034
New York .....	536,000		162,000	
Omaha .....	182,000	804,000	266,000	1,102,000
Peoria .....	230,400	461,000	259,200	508,500
Philadelphia .....	81,317	36,021	9,971	
Portland, Ore. ....	556,700	54,000	17,864	9,330
St. Joseph .....	212,000	206,000	136,000	84,000
St. Louis .....		1,715,200		2,003,610
San Francisco .....		65,000		
Seattle .....	80,000	32,000		
Superior .....	52,412	29,695	365,469	154,838
Toledo .....	351,655	438,920	548,075	494,065
Wichita .....		6,000		3,000





### The Clouds Will Roll Away

From address by MRS. R. L. MILLER, Kinsley, Kan., before Kansas Grain Dealers Ass'n.

The Federal Farm Board can loan money to cooperative ass'ns, for the purpose of establishing vegetable or fruit canneries, cotton-gins, creameries, meat packing plants and flour mills. These potent words caught the eyes of many people, in many places. With motives varying from pure unselfishness to absolute crookedness, new so-called "co-operatives" have been launched, almost regardless of need, usefulness, or economy. If the new Farm Board co-operative threatened the life of, or confiscated the value of, honest and useful businesses already established, the promoters smiled sadly in public, and laughed heartily in private.

They said that such injury was merely incidental, and therefore inevitable, and that the Farm Board and its subsidiaries must be expected to drive hard bargains. The promoters actually talk, already, of controlling, or owning outright, the country elevators, the sub-terminal and terminal elevators, the brokerage and commission offices, the exporting facilities, the flour mills, and, soon the bakeries of this country.

Most of us believe, that certain American conditions will prevent the consummation of these wild plans. As shown by the action of the U. S. Chamber of Commerce, American business in general sees more clearly now that our so-called Farm Relief scheme is part of a definite plan and effort toward State socialism. Good Americans naturally oppose that, and will continue to oppose it. Most persons now begin to appreciate that such

schemes are cumbersome and expensive, with all of us helping to pay the extra cost in taxes. There will be real opposition to more Congressional appropriations for this Farm Board and its subsidiaries.

The good sense of the American farmer, and his own comparison of the alleged benefits of "Farm Relief" with its known costs, give perhaps our best protection. From our own observation, we can report about 90% of our farmers disgusted with Farm Relief.

Business men in general, and the grain trade in particular have had enough of this Federal Government back seat driving.

As a crystal gazer, I am unable to catch a clear vision of the shining lining, but certainly there is a glint of silver thru the clouds now and then. The promised relief from Farm Board tyranny over the price of the new crop, and the reasonable assurance that no special session of Congress will be called this summer—there is no money in the Treasury to spend, why should Congress meet—these are some of the indications that the clouds will roll away.

The "import certificate" or "Einfuhrschein" system has been discontinued by the Austrian government. The certificates were issued to exporters of grain, and were receivable by the government in payment of duties.

Germany will cancel on June 15 the reduced duty permitting mills to import 20 per cent of the total amount of wheat (foreign and domestic) ground by them during April, May, and June, 1930, at a duty of 20 reichsmarks per 100 kilos (instead of the regular rate of 25 reichsmarks).

### Classing Wheat by Kernel Characteristics

The cuts of wheat kernels shown below were made from photographs taken by Licensed Grain Inspector W. O. Whitcomb, of Bozeman, Mont., in co-operation with General Field Headquarters of Federal Grain Supervision. As wall chart enlargements these photographs will be used in the various grain grading schools which are scheduled by the Educational Committee of Federal Grain Supervision and co-operating organizations in the wheat producing states.

It is the purpose of these photographs to illustrate kernels which carry the "landmarks" usually associated with the class in which they are found. It must be understood that these kernels were selected to represent types in each class, and that there are many samples which vary from the variety which has been selected as a class type. In educational work these types serve as a starting place in teaching commercial wheat classification.

Our wheat varieties have been classified for commercial purposes as Hard Red Spring, Durum, Hard Red Winter, Soft Red Winter and White wheats. A grain inspector in the classification of wheat has, as a rule, only the kernel characteristics or general appearance of the sample as a whole, on which to base his determination of the proper class. In each class are varieties which are clearly and easily distinguished and the kernel characteristics of these varieties are usually considered as typical characteristics for the class in which the variety is found. Thus are established certain "land-

### White and Durum Wheats



The first 4 pictures to the left are of Western White; the second 4 are of Soft White; the third 4 are of Durum and the fourth 4 are of Red Durum Wheat. (See facing page.)



marks" which the inspector refers to in grading. These may be the color of the kernel, the texture, size or form of the kernel, the size and shape of the germ or the width or depth of the crease or some other distinguishing marks but usually it is a certain combination of these marks as, for example—

A small germ is associated with a small narrow kernel and a narrow, tight crease and ridged back in kernels of the Kenred or Turkey varieties of the Hard Red Winter class; or, large germs, spherical kernels, a wide and open crease and vitreous texture are associated as typical of the Marquis variety of the Hard Red Spring class, and so on.

The "landmarks" which were generally recognized twenty years ago may have little value today, due to the introduction of new varieties with new kernel characteristics and the passing of other varieties or their change under various climatic and soil conditions. Therefore, a grain inspector necessarily must keep well informed concerning the kernel characteristics of the newer varieties which he is required to grade, as well as the changes in appearance from crop to crop.

**Price legislation futile.**—Any attempt to make farming profitable by legislative process must end disastrously for the farmer. Enough has happened in the past eighteen months to demonstrate that, even to those to whom demonstration was necessary. And if we add foreign experience to our own—coffee, rubber, sugar, and so on—the evidence is overwhelming.—*The Corn Belt Farm Dailies.*

### Farm Board Racketeers Dominate Locals

"I warn you, Mr. Huff, when you break down the North Pacific Grain Growers and its locals, you have taken a step that spells ruin and disaster to the farmer of the Inland Empire. The past history of this region is filled with farmer organizations with strings of warehouses which have passed out."

The speaker was Senator W. J. Sutton of Cheney, member of the board of directors of the North Pacific Grain Growers, and he shouted his impassioned words with voice trembling to C. E. Huff, president of the Farmers' National Grain Corporation of Chicago.

It was at a meeting May 24 of the directors of the North Pacific with Huff to take action on the proposal of the latter for the Farmers' National to acquire warehouse facilities, operating them with its own manager, and to have the locals deal direct with the Farmers' National in sale of wheat, eliminating the North Pacific in the transaction.

After acceptance of the Farmers' National proposal had been carried by a vote of 10 to 7 the dissenters served the following notice:

To the board of directors of the North Pacific Grain Growers, Inc., We, the undersigned directors of the North Pacific Grain Growers, Inc., hereby serve notice that we will immediately appeal to the Federal Farm board setting up our objections to the changes in our contractual relations with the Farmers National Grain Corporation, which were urged by them and which largely centralizes the control of our local affairs in the Farmers National Grain Corporation.

(Signed) F. J. Wilmer, Rosalia; W. J. Sutton, Cheney; O. T. Cornwall, Walla Walla; A. E. Olson, Pullman; B. R. M'Allister, Kalispell, Mont.; T. S. Hedges, Waterville.

### Canada Not Grading U. S. Wheat Down For Weevil Or Damage

Misapprehension has prevailed for some time over the rumor that Nos. one and two hard winter wheat shipped into Canada and containing weevil, or evidence of weevil damage or weevil treatment, was not to be accorded their respective grades by Canadian inspectors. It was even rumored that no grade would be given whenever the wheat was found to be in the condition stated.

The following communication, received from John Rayner, Sec'y of the Board of Grain Commissioners for Canada, dispenses the incorrect understanding:

"The regulation you quote has not been put into effect by this Board. Grain from the United States is being inspected from Canadian ports according to the standards established for the grading of U. S. grain passing through such ports."

**Bureaucracy** is costing the country approximately a billion dollars a year more than would be required for the same functions under an efficient organization, according to Lawrence Sullivan, Washington correspondent, writing in the *Atlantic Monthly*. Illustrating the trend, he points out that from 1901 to 1929 no less than 492 independent administrative and legislative agencies were created. How long will the taxpayers stand for this wasteful drain?

### Red Wheats



The first 4 pictures to the left are of Hard Red Spring; the second 4 are of Hard Red Winter; the third 4 are of Red Winter, and the fourth 4 are of Western Red Wheat. (See facing page.)



# Field Seeds

**Jerome, Idaho.**—The Nichols Seed Co. has been incorporated with a capital stock of \$30,000 by Geo. H. Nichols.

**Seed barley** may be imported free to the extent of 2,000 quintals (9,186 bus.) annually under a recent royal decree of Italy.

**Nashville, Tenn.**—Lillard F. Waggoner, 55, member of the seed firm of C. C. Waggoner & Bros., died of self-inflicted gunshot wounds last month.

**Minot, N. D.**—Arne W. Aamodt, of Crookston, Minn., has been named to take charge of the new western branch of the state seed department office to be opened this month.

**Sacramento, Calif.**—The Wm. A. Ward Seed Co. has filed a petition indicating closing the affairs thereof, showing assets of \$42,116 and liabilities of \$109,979. Creditors will hold a meeting June 11. Evan J. Hughes is referee in bankruptcy.

**Portland, Ore.**—Irwin Holt Curl, 44, president of the Curl-Hand Seed Co. of this city, died from a skull fracture on May 20. He fell part way down his basement steps and lapsed into unconsciousness within 24 hours. His widow and four children survive.

**Seed Grain** loans have been repaid by some of the farmers to the agreeable surprise of the Sec'y of Agriculture, but not so surprising when we consider that the seed mortgage lien forces settlement if the crop is worth harvesting. Regretfully the Sec'y admits in his circular of June 3 that some of the 384,000 farmers who received loans are dishonest.

## Pacific States Seedsmen's Ass'n Meet At Victoria, B. C.

Wholesale and retail seedsmen and growers numbering over 150 from California, Arizona, Nevada, Utah, Idaho, Oregon and Washington, comprising the membership of the Pacific States Seedsmen Ass'n, met at Victoria, B. C., on May 28-29 in annual convention. Seedsmen of British Columbia will affiliate with this organization, it is reported as a result of a resolution offered at this meeting, which challenge to industry is "whether we are going to meet the issue that faces us and solve it, or whether we are going to invite some one, such as the government, to run our business for us." President Albert M. Hand, Portland, Ore., presided.

## Directory

### Grass and Field Seed Dealers

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

## Missouri Seedsmen Hold Sectional Meetings On New Law

The new seed law was the topic of discussion at a recent gathering of seedsmen from Maries, Pulaski, Phelps and Crawford counties, who came to hear Sam Jordan, state seed commissioner, talk on the purity phases of the new legislation.

Jordan emphasized the unlawfulness of selling seed containing above a certain percentage of weed seeds. Quality and strains of seeds also came in for some discussion.

## Southern Seedsmen's Ass'n Meet at Paducah, Ky.

The thirteenth annual program of the Southern Seedsmen's Ass'n, who will meet at Paducah, Ky., June 18-20, is devoted primarily to garden seed topics. Many Farm Seed Ass'n members plan to attend this meeting en route to their own convention at Louisville, Ky., the following week, for which a special rate arrangement has been made.

The entertainment features of this gathering are particularly attractive.

## Seed Germination Effected by Bug Killers

Insect repellants will cause more harm to the germination of seeds than to insects, states Prof. J. A. Munro, entomologist of the North Dakota Agricultural College, in warning grain dealers and seedsmen not to urge the use of sulphur, various arsenical compounds, turpentine, tar, and other products sown along with corn at planting time. "They do not ward off cutworms or other insects, and besides the risk of damaging plants there is the added expense of applying these useless so-called 'remedies'."

## International Seed Testing Ass'n to Convene in Holland

Wageningen, Holland, will witness the Sixth International Congress and General Assembly of the International Seed Testing Ass'n on July 13-18. Dr. W. J. Franck, director of the Holland Seed Testing Station, is chairman of the Research Com'te presenting important matters at this time.

Discussion and adoption of International Seed Testing Rules and International Seed Certificates are said to be two of the more important matters to be taken up. Rules presented to the Fifth Congress, held in Rome, in 1927, were tentatively accepted but referred back to the com'te for further study on two points of objection.

These controversial issues were the interpretation of what is meant by "germination" and that of the tolerance to be allowed between tests. Unifying the rules and methods of analysis, test and description of seed stocks going into international commerce, should quickly eliminate many difficulties of the past.

## Field Seedsmen Get Revised Trade Practice Rules For Acceptance

The field and grass seed industry has received its revised trade practice rules from the Federal Trade Commission, in which changes have been suggested in those rules originally adopted. Seedsmen will consider the revisions and accept or reject same within 60 days, after which their business practice code will become effective, if approved.

## Urges Purest Seeds to Raise Standard

C. A. Helm, of the Missouri College of Agriculture, is urging seedsmen and farmers to handle and plant only the purest seed. "The chief profit from the production and use of pure seed lies in a higher yield and a better quality of the crop in question. The increase thus secured sometimes amounts to a considerable percentage of the total production.

"This increase in yield is secured from a comparatively small investment per acre in the high quality seed, and therefore the margin of profit is very large. This should make the production of pure seed more attractive."

## Registered Alfalfa Subject to New Rulings

The North Dakota State Seed Department has just issued new regulations governing the inspection and registering of alfalfa within the state. Inspection of growing fields will be made during June this year, instead of waiting until the summer months. Application for field inspection of grains will be due before July 1.

Fields of alfalfa, brome grass, and other perennial crops need be inspected only once in every three years in order to keep them eligible to have seed therefrom certified.

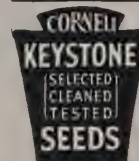
The University of Nebraska College of Agriculture has named the Nebraska Crop Growers Ass'n as the agency to handle the certification of small grain in that state. Under the provisions of the new state law the College is directed to specify how the certification shall be done and to name the organization in charge of it.

## LOUISVILLE SEED CO.

### BUYERS AND SELLERS

All varieties CLOVER, FIELD and GRASS SEED, SOY BEANS and COW PEAS

226 No. 15th St. LOUISVILLE, KY.  
Long Dist. Phone 6727-6728



## CORNELL SEED CO.

### FIELD SEEDS

BUYERS & SELLERS  
ST. LOUIS, MO.

## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

Clover and Timothy Seeds  
GET IN TOUCH WITH US

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



### Program Farm Seed Ass'n

The 23d annual convention of the Farm Seed Ass'n of North America will be held June 22 and 23 at the Brown Hotel, Louisville, Ky. Arrangements have been made for one and one-half fare rates on the certificate plan. The convention will be preceded by a meeting of the board of directors at 9 a. m., June 22.

Sec'y Geo. O. Smith calls attention to the open meeting Monday afternoon, saying: We are all intensely interested in freight rate and other traffic matters and here is an opportunity for the members of the Farm Seed Ass'n and the American Seed Trade Ass'n, and their traffic managers to come together and discuss present and impending freight traffic problems. This will be a very important session.

At the open meeting at 1 p. m. Chas. D. Ross will deliver the address of welcome, followed by Pres. C. C. Massie of Minneapolis, and reports by J. Geo. Mann, Minneapolis, chairman traffic com'te; D. S. Payson, Washington, D. C., manager traffic bureau; Wm. P. Wood, Jr., Richmond, Va., national councillor.

The dinner at 6:30 p. m. will be given in the Iroquois Garden with members and visiting seedsmen.

At the membership meeting, 9 a. m., Tuesday, Executive Sec'y Smith will present his report. Curtis Nye Smith, counsel, of Boston, will report, followed by the following addresses:

"Does Agriculture Demand Low Grade Seed," H. Trimble McCullough, Cincinnati, O.

"The Seedsman's Responsibility in Tagging," Anton Zahorik, Milwaukee, Wis.

"The Need for Closer Co-operation in the Seed Industry," Maurice Keating, Salt Lake City, Utah.

"Co-ordination of Ass'n Efforts," L. H. Vaughan, Chicago, Ill.

Informal discussion will be invited on the topics of the speakers, the session closing with the election of officers.

### Illini Soybeans Best in Test

The Iowa Experiment Station found the Illini soybean to be the only variety tested over a 15-year period that gives promise of being a better general purpose bean than the Manchu variety, yielding an average of 8 per cent more seed. It has yielded about the same amount of hay as the other varieties. The Illini also matured about the same time.

Illini seed is yellow but not subject to mottling nor blotching of the seed coat as most yellow varieties. Mottling is not objectionable, except from the standpoint of appearance.

Another desirable characteristic of the Illini soybeans is that they grow rather erect and are not subject to lodging as other common varieties.

### Iowa Seeds to Have Short-Course at State College

Approximately 100 commercial seedsmen of the state of Iowa are expected to attend the second annual "short-course" to be held at the State College on June 15-16, sponsored by the Farm Crops Department.

The forenoon of each day will be devoted to seed testing, testing for purity, commercial seed dusts, fertilizers and supplies.

The afternoons will be devoted to inspecting experimental plots where work with seeds, varieties, dusts, fertilizers and methods are being tried out.

### Commission Approves Chicago Switching Charge

The I. C. C. approved the proposal to increase the joint freight rate on interstate traffic in the Chicago switching district on the Chicago & North Western, on one hand, and the Pennsylvania and Burlington on the other from 2½¢ to 3¢ per cwt.

### Liability for Seed Incorrectly Labeled

The Court of Appeals of Kentucky on Mar. 20, 1931, reversed the decision of the circuit court of Mercer County and granted a new trial to plaintiff, W. E. Graham, a farmer, in his suit against John R. Watts & Son, Louisville, Ky., to recover \$575 damages sustained by sowing sweet clover seed contained in a sack labeled alfalfa seed.

The sack was one of ten sold by Watts & Son to Brown, Phillips & Noel, retailers at Mayo, Ky., each containing one bushel so erroneously labeled. The Court said:

Defendant's false misrepresentation contained in the false label upon the package of seed purchased by plaintiff from the intervening merchants was a standing one addressed to plaintiff as the eventual ultimate consumer and which he had the right to act and rely upon, and if he did so under the circumstances giving him that right, and sustained damages thereby, defendant is liable therefor to the extent that the damages so sustained were the proximate result of such falsification.—36 S. W. Rep. 859.

### Wisconsin Seed Law Enforcement

By E. D. HOLDEN, before Central Retail Feed Ass'n

E. D. Holden, sec'y-treas. of the Seed Council of Wisconsin, outlined the purposes of the Seed Council, namely crop improvement, and emphasized that seedsmen can just about dictate the seed policy in their territory. Cheap and poor seeds reduce the standard of the crop and vice versa, he said.

The crop improvement program is very broad, and first calls for improved varieties of better adapted strains of better quality seed, all looking toward highest economical production for in the long run it costs the same to raise a good as a poor crop, and reducing costs is a needed trend.

He told of the alfalfa and clover testing work being conducted at experiment stations and of some of their findings. Clover from Southern Europe is not adapted to Wisconsin climate according to tests. Instead a hardy northern strain that will not winter-kill, is essential. The same holds true with alfalfa.

Mr. Holden also touched on the purity and germination work being conducted with a view to higher quality seed. The weed problem, he said, is the gravest of all, and unfortunately the situation is continually growing worse. It is the biggest job yet undertaken and will require more effort during the next ten years than ever.

It is strangely difficult to teach farmers the folly of sowing weed seeds and of getting them to exercise care after they are taught. Out of 1200 tests made for farmers from samples taken direct from the planter boxes, 23 per cent contained enough weed seeds to condemn same for sale within the state. In 15 per cent of the samples, the germination was below 90 per cent. Seed surveys conducted within the state have helped to open farmers eyes to its bearing on the weed problem. Higher priced and better grade seeds spell "dollars ahead" for farmers, he emphasized.

High-pressure sales of gold-brick seeds take a tremendous toll every year. Unfortunately cheap price attracts too many farm-

ers, particularly on standard lines. Being outside of the state prevents state prosecution, he stated in requesting co-operation in suppressing and discouraging sales of "junk."

In conclusion, Mr. Holden invited all his listeners and their friends to a Seed Conference at Madison, July 14-15.

### Kansas Seed Bootleggers' Stuff Weak in Germination

According to C. E. Buchanan, of the Kansas State Board of Agriculture, samples of seed collected by inspectors from seed being distributed over the state by trucks are found to be very low in germination, indicating that some truckers are buying low germinating seed and selling it to dealers and planters in other parts of the state, sometimes making the statement that the seed has been tested. "Possibly it has been tested," he said, "and found to be under 50% germination, or to contain excess noxious weed seeds such as dodder or Johnson grass.

"Some truckers are representing themselves as growers of the seed, and say that because of a surplus of seed in their community they have to truck it to other localities trying to find a market. The price may be enough under the general market price to make it interesting to the buyer, especially if the seed looks fairly good."

The Control Division of the Board feels the situation is so acute that it is justified in warning local seedsmen to be careful in buying seed from any source, especially from unknown truckers, without authentic information that it will germinate over 50%, and to see that every lot or package is labeled either "tested" or "untested" agricultural seed, and if "tested," the result of the test.

"Under the Kansas law all seed sold in the state must bear a label. The best way to curb the bootlegger of agricultural seed is not buy his goods."

THE Stabilization Corporation says it has retired from the wheat futures market for good and wheat growers throughout the land are hoping it will stick to its promise and stay out.

### Seed Movement in May

Receipts and shipments of seeds at the various markets during May, compared with May, 1930, in bus., except where otherwise noted, were as follows:

	Receipts		Shipments	
	1931	1930	1931	1930
<b>FLAXSEED</b>				
Chicago .....	59,000	44,000	1,000	.....
Duluth .....	106,342	318,299	194,182	423,303
Ft. William ....	137,536	77,415	560,852	171,609
Milwaukee .....	.....	.....	2,860	1,430
Minneapolis ....	355,030	390,110	197,400	79,690
New York .....	150,000	275,000	.....	.....
Superior .....	30,714	78,374	28,534	1,026
<b>KAFIR AND MILO</b>				
Ft. Worth .....	23,000	59,000	.....	1,000
Hutchinson ....	28,600	92,400	.....	.....
Kansas City ....	108,900	202,400	109,000	185,000
St. Joseph .....	1,500	4,500	.....	.....
St. Louis .....	.....	50,400	.....	16,800
Wichita .....	10,400	15,600	3,900	10,400
<b>CANE SEED</b>				
Ft. Worth .....	7,000	98,000	.....	21,000
Hutchinson ....	1,000	.....	.....	.....
Kansas City ....	2,300	5,750	3,450	3,450
Wichita .....	2,600	2,600	.....	.....
<b>SORGHUMS</b>				
Cincinnati .....	1,400	1,400	.....	.....
Denver .....	2,800	1,400	.....	.....
Ft. Worth .....	145,000	249,200	33,600	196,000
New Orleans ...	1,400	.....	.....	.....
<b>CLOVER</b>				
Chicago, lbs. ....	230,000	68,000	33,000	195,000
Milwaukee, lbs. ....	.....	37,500	155,365	107,045
<b>TIMOTHY</b>				
Chicago, lbs. ....	142,000	335,000	294,000	1,371,000
Milwaukee, lbs. ....	.....	.....	102,690	109,220



### West Texans Discuss Grading Problems at Lubbock

The habit of some farmers loading their damp wheat in the bed of the truck and filling it over with dry grain so that the grain dealers top inspection would disclose a higher grade, as well as many other problems of grain elevator operators, came up before a grading meeting of West Texas grain dealers held at the Lubbock Hotel, Lubbock, Tex., June 5. The meeting was sponsored by the Lubbock Grain Exchange and local grain men and listed among the leading speakers were grading experts from Kansas City and Fort Worth.

A count of the attendance showed approximately 90 delegates, dealers within a radius of 165 miles and their agents and employees.

GRADING discussions and demonstrations were made by E. L. Morris, federal supervisor for the southwestern division, Kansas City; C. W. Griffin, federal supervisor at Fort Worth; R. R. Stuard, inspector at Lubbock, and J. B. Wallace, inspector at Plainview, during the morning session, which was begun promptly at 9:30 a. m. Each stressed the importance of properly classifying grains at a point near their loading station, so that shippers might receive early grading advices.

H. J. BOWER, prof. of agronomy at Texas Technological college, Lubbock, discussed foot rot, and smut, and means of controlling these fungus diseases, which have become a problem on the south plains of the Panhandle. Foot rot, a fungus disease that eats the chlorophyll out of the leaves of the wheat plant, commonly transmitted thru seed, soil and thru such parent plants as wild barley, more commonly known as squirrel tail grass, can be best controlled thru eradication of plants that carry the disease, and thru planting winter wheat after the 15th of November. Grain planted after this date does not seem to fall victim to this disease, which makes heavy inroads on yields.

Smut is best controlled, by treating the seed with copper carbonate, said Prof. Bower.

E. A. TUSHA, Lubbock, Santa Fe representative, talked briefly on the equipment that railroads have amassed in the Southwest for handling the new crop. The Santa Fe lines, he said, have gathered 42,000 cars principally in the Panhandle. As the movement progresses these will be returned as empties to harvesting districts farther north.

W. K. HOLLIFIELD, Melrose, N. M., talked on habits of farmers in their attempts to take advantage of the grain dealers, habits indulged by comparatively few, but nevertheless enough to constitute a real problem to the dealers. After a farmer has brought in a few loads of apparently top-notch wheat, which runs out of the wagon or truck box damp at the bottom of the stream, the grain dealer soon learns to look upon his loads with suspicion and thereafter samples the plugged bottom of the load for his tests.

S. E. CONE, Lubbock, talked on the importance of planting pure seed. If the crop is worth planting, said Mr. Cone, it is worth the best efforts of the planter, and the use of good seed which will produce the maximum yields. Poor seed stock puts the crop off to a poor start.

COL. L. F. COBB, Plainview, when asked for his opinion on the Farm Board, said he understood the institution was "dead," and why attempt to discuss dead issues?

**MERCHANDISING WHEAT:** In a general discussion of handling problems it was the consensus of opinion that the new

crop of wheat should be handled on a strictly merchandising basis. Any attempts to over-grade or over-bid on the present prices are likely to be flirtations with disaster. Grain sold as fast as it is bought will cause the least grief and the greatest profit.

GEO. M. ROACH, Lubbock, presided at both sessions of the meeting. A luncheon was served at noon thru courtesy of the Lubbock Chamber of Commerce.

Among those in attendance from country points were Floyd Thomas, Aspermont; Marion Rire, Anton; J. U. Cone, Amherst; A. M. Medlin and E. B. Lindsey, Abernathy; W. H. Collier, Bovina; Bert W. Self, and L. G. Andrews, Crowell; J. R. McDuff, and Sep Smith, Crosbyton; V. W. Welch, Orland Howard, John R. Mayo, Joseph N. Bennett, Dougherty; John Lilly, Foard City; W. C. Cates and Troy Leonard, Floydada; F. B. Moore, Hamlin; E. A. Wright, J. R. Cone, J. B. Sowell, and J. M. Pitman, Hereford.

A. L. Porter, W. T. Cone, Jr., E. W. Walker, W. M. Heinen, Littlefield; Ray Griffiths and L. Sikes, Muleshoe; Roy Ayers, Margaret; W. K. Hollifield, Melrose (N. M.); James B. Wallace, L. F. Cobb, L. M. Downey, Plainview; Warren Jeffus, Pampa; J. L. Crittenden and W. D. Wilkins, Paducah; Albert R. Clubb, Petersburg; A. T. Schooley, Rule; A. C. Wright and Russell Myrick, Shallowater; R. C. Ayers, Sam E. Staggs, R. H. Tudor, Slaton.

A resolution memorializing Congress to repeal the Agricultural Marketing Act or amend it by eliminating provisions for the lending of government money to co-operatives at a low rate of interest, was urged recently by Paul T. Rothwell, vice-president of the Boston Grain & Flour Exchange, speaking before the joint rules com'tee of the Massachusetts Legislature. The resolution was introduced by the Boston Wool Trade Ass'n.

### A Paper Profit on Very Thin Paper

The Farmers National Grain Corporation, the Farm Board's super co-operative, claims a profit of two-thirds of a million dollars on its first year's business.

If private business enterprises had the privilege of unloading their wares on the government at prices guaranteed against loss, there would be no commercial failures—for a while. And there would be no United States treasury—after a while.

The \$666,266 profit claimed by the Farmers National Grain Corporation sinks without a trace in the vast sea of losses checked up against the concern's protector, the Grain Stabilization Corporation.—*Minneapolis Journal*.

### Farm Prices Reach a New Low Level

The general course of prices paid producers for individual agricultural commodities was downward from April 15 to May 15, except for minor upturns in farm prices of wheat, barley, rye, flaxseed, apples and lambs. Increases in prices of wheat, barley and rye were sufficient to maintain the index of grain prices at the April level, but indexes of farm prices for the other groups of commodities showed the following declines: Poultry and poultry products, 13 points; dairy products, 8 points; meat animals, 7 points; cotton and cottonseed, 4 points; and fruits and vegetables, 1 point. The price index for fruits and vegetables on May 15 was the only index above the pre-war level.

The group indexes of May 15 farm prices were below those of a year ago by the following amounts: Fruits and vegetables, 74 points; cotton and cottonseed, 45 points; meat animals, 43 points; poultry and poultry products, 33 points; dairy products, 32 points and grains, 31 points.—Bureau of Agricultural Economics.

### Corporation System of Farming Opposed

What the new generation of farmers must do to meet changing conditions in agriculture is explained by Dr. E. H. Shinn, chief specialist in agricultural education, Department of Agriculture.

Dr. Shinn declares that to mechanize agriculture, through corporation farming to the point where half the present number of farmers can supply raw food materials, would not make for a satisfied and wholesome farm life.

"To throw half of the farmer population out of jobs through the adoption of such a plan would bring chaos and confusion in our industrial centers."

### Farmers Declare Board a Colossal Failure

J. J. Edwards, chairman of the Surplus Control Com'tee of Columbia County, Washington, has issued a statement declaring:

The Federal Farm Board, in refusing to assist the farmers in reducing the production of wheat to domestic requirements has confirmed the belief of a great many people that this organization never had an honest intention of materially helping the producing class. They have turned down the surplus control plan and failed to offer any plan, except what the farmer has always had, that of individual effort, and the survival of the fittest. After receiving word of the action of the Farm Board, I wired Chairman Stone:

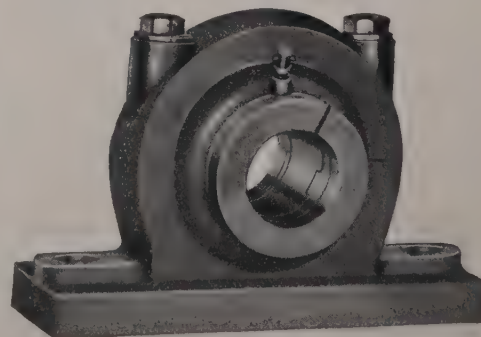
"The Farm Board in rejecting the surplus control plan, has confirmed the belief of the farmer that the Board never had an honest intention of helping the producers of wheat. The Farm Board is the colossal failure of all times."

Horses in the Province of Quebec increased from 341,641 in 1923 to 369,060 in 1929. In Canada last year there were 3,295,028, or only 105,324 fewer than in 1920.

### A New Self-Aligning Pillow Block

To meet the demand for a high class, rugged anti-friction bearing for service where loads exceed those ordinarily met in line shaft service Sprout, Waldron & Co. offer their new Hyattized Ball and Socket Self-Aligning Pillow Block. In their new bulletin just issued they say the Monarch Hyatt Pillow Block consists of one Hyatt heavy duty Roller Bearing with solid hardened and ground outer and inner races.

This bearing unit is mounted in an accurately machined heavy cast iron ring which is turned on the outside to a perfect sphere. This ring containing the bearing is mounted in a heavy two-piece cast iron housing with internal machined spherical seat. The complete unit is thus made self-aligning and equal distribution of the bearing load is secured along the entire roller. A copy of this bulletin can be secured by writing to Sprout, Waldron & Co., Inc.



Self-Aligning Pillow Block



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are welcome.

## ARKANSAS

Stuttgart, Ark.—A. U. McGill, a prominent Stuttgart citizen who operates a rice mill and elevator and whose disappearance was reported in the last number of the Journals, has returned to his home. He is reported to have suffered shock on account of financial worries. His rice milling company has been placed in the hands of a receiver.

## CALIFORNIA

Los Angeles, Cal.—It is reported that the American Maize Products Corp. contemplates the erection of a \$10,000,000 plant in this city.

Etna, Cal.—The addition of a new feed mill, new rebolting machine and steam barley roll is contemplated by C. E. Robinson for his Etna Flour Mills.

Buena Park, Cal.—The feed mill and stockyards located on the McComber place near here have been purchased by the Farmers & Stockmen's Feed Yard & Milling Corp., Ltd., which is preparing to begin operations in the near future.

Stockton, Cal.—City Manager Hogan on May 25 conferred with a representative of the John S. Metcalf Co., Ltd., and discussed plans of the city to construct its deep water terminal facilities and the value of a public or co-operative grain elevator in connection with the development.

Sacramento, Cal.—Voluntary bankruptcy petitions were filed on May 20 by Gordon K. Russell and David Macaulay, of the wholesale grain and hay firm of Russell & Macaulay, as individuals and as partners in the business. Russell listed his debts as \$134,821.14, with assets amounting to \$19,000, on which he claims \$9,000 exemption. Macaulay listed liabilities at \$125,821.14, with household goods valued at \$500 as his only assets.

Gerber, Cal.—The mill property formerly owned and operated by Russell & Macaulay, of Sacramento, has been bot by C. Fred Holmes, and the alfalfa mill has begun its season run, 35 men being employed until the middle of October. The name has been changed to the California Alfalfa Products Co. From 80 to 90 tons of hay will be ground each day. A molasses mixer was recently installed, and poultry, sheep and cattle foods will be produced.

## CANADA

Dauphin, Man.—The mill and part of the warehouse of the Dauphin Milling Co. burned early in the day, May 30; loss, \$100,000. The fire was believed to have been of incendiary origin.

## COLORADO

Stratton, Colo.—Windstorm slightly damaged the elevator of the C. E. Robinson Elvtr. Co. on May 26.

Ft. Morgan, Colo.—Mail addressed to the Farmers Co-op. Merc. Co. is returned marked "Moved, left no address."

## ILLINOIS

Manteno, Ill.—The Manteno Farmers Union Co-op. Ass'n has installed a truck dump.

Dimmick (LaSalle p. o.), Ill.—At the W. J. Lyons elevator a truck lift has been installed.

Paris, Ill.—The hay warehouse and contents of the Kehoe Hay Company burned on May 17.

Chenoa, Ill.—An interest in the Chenoa Milling Co. has been purchased by Ernest Schirch.

Red Bud, Ill.—Mr. Becker, of the Becker Milling Co., has bot the Ziebold Mill, also of this place.

Fitchmoor (Mendota p. o.), Ill.—The Fitchmoor Grain Co. has added an all-steel truck lift and a truck scale to its equipment.

Green Oak (r. d. from Ohio), Ill.—A new feed grinding building has recently been completed by Goering Bros. at the Green Oak Elvtr.

St. Joseph, Ill.—Emery R. Chase, who has been associated here for several years with Chase & Peters, has gone to Galveston, Ind., to manage an elevator.

Galesburg, Ill.—Hubbard H. Huggins, pres. of the Valley Grain Co., died on May 14. This company operates a line of elevators, with headquarters at Galesburg.

Rushville, Ill.—Bader & Co. have just installed a new 60-h.p. hammer mill at their elevator. A 24-foot driveway and a loading platform were also constructed.

Oakland, Ill.—W. L. Peck, local manager of the Brocton Elvtr. Co.'s elevator, is back on the job again after an absence of about eight weeks on account of illness.

Champaign, Ill.—The regular monthly meeting of the grain trade of the Champaign territory was held on June 9, at the Inman Hotel, where dinner was served at 7 o'clock.

Breese, Ill.—Breese Grain Co. has recently installed a McMillin Electrical Wagon and Truck Dump with wheel hooks and a forward and reverse magnetic starter and push-button control.

Wenona, Ill.—The regular meeting of the grain trade of the Streator territory was held at the Stanton Hotel, Wenona, Thursday evening, May 28, a fine chicken dinner being served at 7 o'clock.

Five Points (r. d. from Sycamore), Ill.—The Geo. Thompson Elvtr. was robbed of a small amount of stock Saturday night, May 23, the thieves gaining entrance thru an unlocked outer door and then by prying the floor boards loose above them.

Kankakee, Ill.—For the first time since April, the grain trade of the Kankakee territory held a get-together meeting at McBroom's Restaurant, this city, on June 3. After dinner at 6:30 p. m., the coming harvest and its problems were discussed.

Momence, Ill.—B. L. Tabler & Son have equipped their plant with a McMillin Electrical Wagon and Truck Dump with wheel hooks and using a forward and reverse magnetic starter and push-button control.

Gilman, Ill.—Grain men of the Gilman territory will meet at the Green Lantern, Gilman, on June 11, for their regular meeting. After dinner at 7:15, the handling of the new crop will be discussed. Particular attention is called to the change of the meeting place.

Sullivan, Ill.—F. W. Doraldson, correspondent for Beach-Wickham & Co. at this point, who has been operating here for 15 years, on June 1 moved to Mattoon, where there will be a bigger territory to operate in. Frank Furtherer, who has been the local manager for the past four years, and Frank Edwards, operator, who came here in 1920, moved to Mattoon.

Metropolis, Ill.—The loss sustained in the fire at the Southern Illinois Mill & Elvtr. Co.'s plant on Saturday night, May 16, was \$35,000 including that of the warehouse of the American Sugar Refining Co. nearby that caught from the mill fire. This was the loss to the buildings alone. The mill was once known as the Quante Mill, later as the Riverside Mill, and was owned by the Southern Illinois Mill & Elvtr. Co., of Murphysboro, Ill.

Springfield, Ill.—Employers will be much interested in Senate Bill 121 which is designed by the labor racketeers to provide state regulation for hours of labor for women. It would be much better for both employer and employee if each were permitted the freedom to enter into contracts as may suit their own interests and pleasure. Why the state government should take such an autocratic step as to dictate to anyone how many hours he or she shall work any day is out of place in a liberty loving nation. Such legislation may help the racketeers but not the workers.

Morris, Ill.—A district meeting of farmers elevator companies of Grundy County and adjoining counties was held at the Cameron Inn, this city, on May 21, 75 representatives being present. J. A. Henebry, manager of the Plainfield Grain Co., acted as chairman. George Mellon spoke on "Credit Accommodations and Abuses"; W. H. Allen, on "How and When to Hedge"; Lawrence Farlow, sec'y of the Farmers Grain Dealers Ass'n of Illinois, on "Keeping Your Organization Inactive"; D. W. Jones, on "The Functioning of a Grain Exchange"; R. B. Orndorff defended the honesty of purpose of the farmers state ass'n and its sec'y and officers and protested against criticism that has been given it.

Ottawa, Ill.—Ottawa Co-op. Grain Co., incorporated; capital stock, \$60,000; John O'Donnell, pres., and Thos. Bragg, vice-pres.; formed by the officials and stockholders of the Wallace Grain & Supply Co. to handle grain on a co-operative basis and to take over the grain business of the Wallace Co. and handle it separately from the other business of the old company. Two grain elevators, formerly the property of the Wallace Grain & Supply Co., one located on the Terra Cotta Road a mile west of the city limits, and one on Columbus St., north of the Rock Island tracks, are to be the property of the new company. The name of the Wallace Grain & Supply Co. is to be changed to the Wallace Supply Co. The details of the transaction are expected to be completed late in June.

## CHICAGO NOTES

Board of Trade memberships are selling at \$7,000 net to the buyer.

Chas. B. Burke of C. B. Burke & Co., Sacramento, Cal., has been suspended from membership in the Board of Trade, for insolvency.

The Board of Trade adopted a rule on June 5 giving members a right to call each other for margins any time the board is in session, the vote being 319 to 36.

The rate of interest for advances on Bs/L for June has been set by the directors of the Board of Trade at 5% per annum, giving shippers the benefit of current low rates for bank loans.

John F. Barrett was presented with an immense bunch of roses by his friends on the Board of Trade, on the occasion of his 72nd birthday, on May 25. He has been on the Board of Trade nearly 50 years.

To work for a modification of the agreement with the Stock Exchange regulating listing of securities, a com'te of the Board of Trade has been appointed, consisting of Robert P. Boylan, Parker M. Paine and E. T. Maynard.

Lehigh Stone Co.

KANKAKEE, ILL.

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LEHIGH SOIL SUGAR



The directors of the Board of Trade reviewed the suspension of Frank M. Day (reported in the last number of the Journals), and reduced the term from six to two months.

John W. Broughton, a veteran member of the Board of Trade, died at his home in River Forest, a suburb of Chicago, on May 25, at the age of 65 years. Mr. Broughton was a member of the Board of Trade from 1892 to 1906. He is survived by his widow and three daughters.

Recent new members of the Board of Trade include Lloyd E. Winter, of James E. Bennett & Co.; T. George Lee, pres. of Armour & Co., who succeeds the late F. Edson White on the exchange; Philip C. Sayles, vice-pres. Cargill Grain Co. and manager of the Chicago office; Adrian Ettinger, of Cleveland, and Egbert Moxham. Memberships transferred are: David L. Barsaloux, Jr., Joseph R. Patton, Jr., Julius Frank, Benjamin S. Wilson, Frederick C. Lyman, Estate of Charles E. Thayer, Allan S. Noyes, Miller H. Pontius, Pierre H. Bond, Hiram H. Belding, Jr. Changes in registration: John H. Wheeler, with Rosenbaum Grain Corp. (was registered as sec'y Rumsey & Co.); L. Harry Freeman, with Hately Bros. Co. (was registered as vice-pres. Rumsey & Co.).

## INDIANA

Lapel, Ind.—Shetterly Bros. are to install a new truck scale.

Forest, Ind.—Sellers Grain Co. has repainted its elevator.

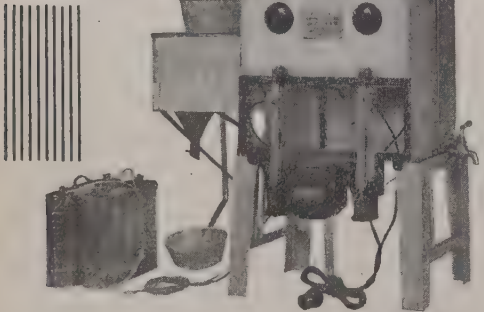
Spiceland, Ind.—Spiceland Grain Co. has just repainted its elevator.

Bargersville, Ind.—The Bargersville Grain Co. has installed a Boss Car Loader.

Clay City, Ind.—Farmers Co-op. Company is installing a new 15-ton truck scale.

Galveston, Ind.—The Urmston Elvtr. Co., Inc.'s local elevator is now under the management of Emery R. Chase, formerly with Chase & Peters at St. Joseph, Ill.

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Selma, Ind.—Farmers Co-op. Elvtr. Co. has built a new office and installed a new 24½-ton scale.

Brook, Ind.—The Brook Mfg. Co. has opened up its new feed mixing and manufacturing plant.

Bristow, Ind.—Jake Epple has bot the interest of Wm. Lehmkuhler in the flour mill at this point.

Percy Station, Ind.—Goodland Grain Co. has recently installed a new 15-ton scale and remodeled the office.

Center Point, Ind.—The Clay County Farm Buro has taken over the elevator of the Center Point Grain Co.

Michigantown, Ind.—The Davis Grain Co. is repainting elevator and detached building, and having a fine job done.

Evansville, Ind.—Plans for building a soy bean mill are being advanced by the Southern Indiana Soy Bean Ass'n.

Santa Fe, Ind.—A new driveway and a new dumping system are being installed at the Santa Fe Elvtr. Co.'s elevator.

New Palestine, Ind.—The New Palestine Elvtr. Co. has recently installed a magnetic separator ahead of its hammer mill.

Montmorenci, Ind.—Montmorenci Elvtr. Co. is tearing down its west elevator. This elevator has not been active for the past few years.

Brooklyn, Ind.—Hughes Lumber & Grain Co. is making numerous improvements about its elevator. A new corn crib addition is under construction and a McMillin Truck Lift is being installed.

Boggs town, Ind.—The Boggs town Grain Co. is installing electric power equipment and a hammer mill. The steam equipment will not be dismantled but will be retained for emergency purposes.

Falmouth, Ind.—The Rush Co. Mills have equipped their plant with a McMillin Electrical Wagon and Truck Dump with wheel hooks and using a forward and reverse magnetic starter and push-button control.

Ash Grove, Ind.—Crabbs-Reynolds-Taylor Co. has added a McMillin Electrical Wagon and Truck Dump with wheel hooks and forward and reverse magnetic starter and push-button control to its local plant.

Seymour, Ind.—The Blish Milling Co. has started a \$150,000 improvement program, which includes remodeling, adding some new equipment and overhauling the entire plant. The work is expected to be completed early in July.

West Lafayette, Ind.—The many friends of Chas. H. McEwan, who has been traveling for many years for Frank A. Witt, of Indianapolis, will be glad to learn that he is on his feet again and expects to resume his work early in July.

Tipton, Ind.—The Tipton County Farm Buro Federation has started work on a new elevator, to be located on the spur now being used by the company for receiving coal, oil and gas. The elevator is to be ready to receive grain this fall.

Delphi, Ind.—William Campbell, a member of the firm of Whiteman Bros. & Co., grain elevator operators, died on May 23, after an illness of a few days, at the age of 57 years. He was prominent in the business, social and fraternal circles of Delphi. His widow survives him.

Goodland, Ind.—John Burger, son of Fred Burger, who is the manager and partner in the Goodland Grain Co., was the winner in the recent \$500 state scholarship contest held by the Grain Dealers National Mutual Fire Ins. Co. This scholarship is awarded annually for the purpose of encouraging young men in Indiana to take business courses in Indiana colleges.

Indianapolis, Ind.—The Acme-Evans Co. now has under construction its contemplated grain storage addition, consisting of 28 concrete bins, tanks 110 feet high, the head house to be 154 feet high. It will be equipped with the latest machinery, including a drier, much of which is being built by Indianapolis concerns. The new elevator will have facilities for unloading two cars of grain at a time, and of handling in carload lots bulk ingredients for mixed feeds.

Saratoga, Ind.—The new elevator of Morrison-Tegarden Co. has been protected against lightning damage by the installation of a complete rodding system.

Brookston, Ind.—The merger of the Wilkinson Grain Co. and Halstead Bros., of this place, [reported in the last number of the Journals] was completed June 1, but until next spring at least, will operate both elevators. Halstead Bros. elevator should be addressed as Brookston Grain Corp., Elvtr. A, Halstead Bros. managers The Wilkinson elevator should be addressed as Brookston Grain Corp., Elvtr. B, Roy Wilkinson manager. This will keep our mail straight, as we shall continue to run two sets of books for the present.—Brookston Grain Corp.

Ft. Wayne, Ind.—As a booster for the Indiana Grain Dealers Ass'n's mid-summer convention, to be held in this city on June 15 and 16, C. G. Egly, one of the directors of the ass'n, need bow to none; in fact, everyone should take off his hat to C. G. Registration for the meeting is to be in the Chamber of Commerce Bldg., where the sessions are to be held. In a letter to the trade, Mr. Egly says: "They have a wonderful program arranged, and the entertainment comite has a surprise treat for you. Come and stay for the banquet. Fill your machine with your real-for-sure dirt farmers, elevator men and office help. They will enjoy it. We are looking for the biggest and best convention we have had for some time."

## IOWA

Livermore, Ia.—The Livermore Feed Mill has installed a Feed King Oat Huller.

Hinton, Ia.—The Edmonds-Loneragan Co.'s former elevator is being taken down.

Harcourt, Ia.—Th local Farmers Elvtr. Co. has had a Haines Vertical Batch Feed Mixer installed.

Sioux Center, Ia.—A batch mixer has been installed by Dick E. Vanderberg in his elevator.

Earlham, Ia.—The Earlham Feed Mill has recently added a Feed King Oat Huller to its equipment.

Guthrie Center, Ia.—The Farmers Elvtr. Co. has bot the grain and seed business of E. W. Miller.

Fairbank, Ia.—Bob Bentley has installed an oat huller of 100 bus. per hour capacity at his feed mill.

Bonair, Ia.—The local elevator of the Hunting Elvtr. Co. has been taken down and will be used elsewhere.

Sinclair (Parkersburg p. o.), Ia.—It is reported that L. E. Miller, whose elevator burned about the middle of May, expects to rebuild.

Eagle Grove, Ia.—Gerhard Larson, of Albert City, has succeeded Mr. Fisher, resigned, as manager of the Farmers Co-op. Co.'s elevator.

Hamburg, Ia.—Good Bros. have started construction of a new 15,000 bu. elevator to replace the one recently destroyed by fire.—Art Torkelson.

Lamoni, Ia.—D. M. Vredenburg has taken over the management of the Lamoni Mill, Coal & Ice Co., which has been transferred from the receiver.

Wheatland, Ia.—Grain dealers of this neighborhood held a district meeting at the legion hall in May. After the supper, which was served by the ladies of the legion auxiliary, ways and means of bettering the grain business were discussed. Chas. L. Douglass, of Cedar Rapids, presided.

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Lumber Yards — Merc. Property**



Waverly, Ia.—A 1-ton batch mixer with electric motors has been installed at the Farmers Exchange's elevator.

Hawarden, Ia.—Ed Lambertson's elevator office was broken into during the night of June 1, but the thieves found only \$2 or \$3 in the cash drawer. Entrance was gained by breaking a window pane.

Pioneer, Ia.—The Farmers Grain Co., incorporated; capital stock, \$25,000, par value \$100 per share; incorporators: Rasmus Friesth, pres.; S. T. Sampson, vice-pres., and O. T. Heinrichs, sec'y and treas.

Livermore, Ia.—The hammer mill established by J. J. Niemier a year ago has been compelled to shut down, due partly to present business conditions, also to sickness in his family and to the competition of the portable mills.

Wesley, Ia.—The Farmers Co-op. Elvtr. Co.'s east elevator has been repaired and a 10-ton truck scale and a new driveway added. A new warehouse is replacing the west elevator, recently burned.—Art Torkelson, with Lamson Bros. & Co.

Hobarton (Algona p. o.), Ia.—Raymond H. Reid, formerly second man of the Farmers Elvtr. Co.'s elevator, was appointed manager to take active charge June 1. Jas. Elder, former manager who resigned, is moving to Algona, Ia.—Art Torkelson.

St. Benedict, Ia.—The Farmers Grain Co. recently notified its patrons that hereafter book accounts will be carried without charge 30 days, after which interest will be charged at the rate of 8%. The rule was adopted to permit the company to discount its bills.

Larrabee, Ia.—A young man by the name of Melvin Waddell, who pleaded guilty to a theft of tankage from the Farmers Elvtr. Co.'s elevator at Larrabee, implicated two others, Roy McManus and James Loucks, who thereafter were returned from Sapulpa, Okla., to Cherokee, Ia., for trial.

Des Moines, Ia.—A new firm, known as the Stockyards Feed Co., organized thru the efforts of the Chamber of Commerce, opened for business, on June 1, opposite the Iowa Packing Co. stockyards. The new company will provide return loads for truckers who bring cattle to Des Moines. With shipments of feed to farm patrons of the livestock truck lines, appreciable rate reductions will be possible, it is said.

Jefferson, Ia.—Grain dealers and their ladies gathered at the Jefferson Country Club on May 20, indulging in cards or golf thruout the afternoon and in cards and dancing during the evening. Dinner was served at 7 o'clock, with covers for 150. A talk on "The Power Situation" was given by David Milligan, of Des Moines, and Mr. Wagner, of Ankeny, also gave a talk. It was decided to have another of these meetings at Ames in June, when grain dealers from 10 counties in central Iowa will be invited.

The schedule of the Iowa Grain Grading Schools, which are held under the direction of the Federal Grain Supervision in conjunction with the railroads mentioned, is as follows: Illinois Central R. R. points: June 22, Waverly; June 23, Ackley; June 24, Webster City; June 25, Rockwell City; June 26, Denison; June 29, Cherokee; June 30, Primghar; July 1, Rock Rapids; July 2, Le Mars. C. M. & St. P. R. R. points—July 7, Hawarden; July 8, Emmetsburg; July 9, Garner; July 10, Nora Springs; July 13, Tama; July 14, Melbourne; July 15, Madrid; July 16, Coon Rapids; July 17, Mapleton.

Marengo, Ia.—The A. R. Bailey Grain Co.'s plant, consisting of the elevator, office building, feed sheds and two cribs burned on May 23; loss, \$35,000; fully insured; the fire started in the elevator proper. About 4,500 bus. of grain and feed were burned. The records of the company were saved.

## KANSAS

Allen, Kan.—Jesse Savage has exchanged his farm for an elevator at this point.

Elkhart, Kan.—The Security Elvtr. Co. is installing an all-steel truck lift.—P. H. Pelkey.

Montezuma, Kan.—The Kansas Milling Co. sustained slight damage to its electrical equipment recently.

Concordia, Kan.—The office of the local elevator of Bossemeyer Bros. is being repaired and enlarged.

Modoc, Kan.—A. V. Warrington is having a 12,000-bu. elevator built, the Willich Const. Co. having the contract.

Harper, Kan.—On May 27 the Imperial Flour Mills Co. sustained slight damage to its electrical equipment by fire.

Bunker Hill, Kan.—The Co-op. Wheat Marketing Ass'n has bot the H. D. Lee Flour Mills Co.'s elevator at this point.

Satanta, Kan.—Improvements are being made at the Security Elvtr., including the installation of some new machinery.

Delphos, Kan.—Windstorm slightly damaged the elevator of Eva Woodward Lord, administratrix of the Estate of T. B. Lord, recently.

Lakin, Kan.—Ten feet is being added to the cupola of the Equity Elvtr., the dump is being rebuilt and an air lift dump will be installed.

Brewster, Kan.—A 20,000-bu. elevator, to be provided with corn shelling equipment, is under construction by the Derby Grain Co., of Topeka.

Ness City, Kan.—A distributor has been purchased by D. E. Bondurant for his new elevator, reported in the May 13 Journals as under construction.

Greensburg, Kan.—The Light Grain & Milling Co. has sold its two elevators at this point and at Brenham (Greensburg p. o.) to the Security Elvtr. Co.

Belvue, Kan.—The manufacture of chick feeds, corn chop, etc., has been started by the Falkner Grain Co., which operates a mixer and a roller mill.

Shallow Water, Kan.—A 40,000-bu. elevator is under construction at this point for the Collingwood Grain Co., whose headquarters are at Hutchinson, Kan.

Spica (Mingo p. o.), Kan.—A. Frogge, of Oakley, Kan., is building a 20,000-bu. elevator and installing the very latest machinery, purchased from the R. R. Howell Co.—W. E. H.

Lakin, Kan.—The Lakin Equity Elvtr. Co. is having extensive improvements made on its elevator, adding a 3,500-bu. leg, new dump and raising cupola. Work is being done by Willich Const. Co.

Hutchinson, Kan.—Grain dealers of this district were called together for a meeting, on May 26, by E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n. The principal topics of discussion were the Farm Board and legislative matters, which were threshed out following a dinner.

Galt, Kan.—The elevator of E. A. Hayes was slightly damaged by windstorm recently.

Whiting, Kan.—The Whiting Grain Co. bot the Whiting Co-op. Ass'n last December. The Whiting Grain Co. is the only firm operating an elevator at this point.—Whiting Grain Co., C. A. Lentz, mgr.

Cherokee, Kan.—The Cherokee Grain Co. has let the contract for the erection of a new warehouse on the railroad across the street south of its elevator. It is to be 25x125 feet, with heavy concrete foundations.

Solomon, Kan.—Joe W. Neil has bot the elevator, which he has managed for several years past, from Wm. Harris. The elevator is leased by the Abilene Flour Mills Co. and there will be no change in the operating personnel.

Hutchinson, Kan.—Application has been made for the transfer of membership in the Board of Trade to Joseph L. Frederick from George Bidwell. Mr. Frederick succeeds Mr. Bidwell as local manager of the Goffe-Carkener Co., Inc.'s office.

Lucas, Kan.—Jesse Tatman has leased the O. F. Hoopes Elvtr. Mr. Tatman was manager of the Derby Grain Co.'s elevator here for a number of years, severing his connection with that house when it was sold last March to the Kvasnicka Grain Co.

Denton, Kan.—The new Producers Co-op. Ass'n has started the construction of a 14,000-bu. elevator, to be ready for operation about July 1. It will be operated by electric motors and be otherwise up-to-date. The A. F. Roberts Const. Co. has the contract.

Wichita, Kan.—Ulysses E. Baird, a pioneer of this city, died at his home on May 15, at the age of 67 years. Mr. Baird was a retired grain dealer and was well known in grain circles here. He operated two or three elevators at different times. His wife survives him.

Pawnee Rock, Kan.—At a recent meeting of stockholders of the Farmers Grain, Fuel & Livestock Co. it was voted to change the company to a co-operative, to be put into effect June 1. The elevator has just installed a 12,000-gal. tank to take care of the gas and oil business this summer.

Salina, Kan.—J. G. Meier, who has been in the grain and seed business for several years, is associated with M. C. Sauer in the Sunflower Grain Co. which Mr. Sauer has just opened to do a cash grain business and flour and millfeed brokerage, as reported in the last number of the Journals.

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**Adair-Morton Grain Co.**

Wheat, Corn, Oats, Rye

**Sam P. Wallingford Grain Corp.**

General Grain Business



Hutchinson, Kan.—New officers elected at the recent annual meeting of the Board of Trade are as follows: Pres., Frank Summers; vice-pres., Ralph Russell; the seven new directors are: E. E. Shircliffe, Geo. Gano, Bruce F. Young, F. J. Hipple, C. C. Kelly, E. J. Whalen, Leo Collingwood.

Lindsborg, Kan.—The Lindsborg Mill & Elvtr. Co. recently completed the installation of some new machinery, including a new generator and a new grinder, and have had the cylinders on the engine re-bored and new flues put in the boilers. The plant is now in readiness for the harvest rush.

Cawker City, Kan.—The safe at the Farmers Union Elvtr. was wrecked by burglars during the night of May 19, and evidences point toward the use of nitroglycerin. Only a small amount of money was in the safe, probably not more than \$15. None of the records were taken, but some of the books were damaged by the explosion.

Wellington, Kan.—Concrete was being poured for the basement and foundation of the new 500,000-bu. elevator for the Wellington Terminal Elvtr. Co. (Wolcott & Lincoln interests) about the middle of May, and Chalmers & Borton are rushing the construction 24 hours a day to have the elevator ready to operate by July 15.

Densmore, Kan.—I am building an elevator now, to replace my elevator burned last December. It will have about 12,000 bus. capacity; it will be small but I am building it well; all below the floor will be cement, which will hold about 3,000 bus. of grain; it will be cribbed from there up, made out of lumber 2x6 and 2x4 laid flat. All new equipment will be put in the elevator. I am in the lumber business here also, as the Home Lbr. Co.—G. J. Archer, owner Densmore Grain Co.

## KENTUCKY

Bryan (Creelsboro p. o.), Ky.—W. H. Spencer has purchased a grist mill.

Hartford, Ky.—Jones & Ralph have completed a new building for their grist mill.

Marion, Ky.—The Marion Milling Co., Inc.'s mill that burned last fall is now being rebuilt.

Louisville, Ky.—The local plant of the Buckeye Cottonseed Oil Co., division of Proctor & Gamble, has started to produce soy bean oil and meal. Heretofore it has crushed cottonseed only.

Louisville, Ky.—The body of Ernest L. Jewell, engaged in the grain and feed business with his father in this city and who was accidentally drowned in April, was found floating in the river, May 20, 30 miles below Louisville. Funeral services were held on May 28. Mr. Jewell is survived by his widow.

## MARYLAND

Baltimore, Md.—John S. Connor has been elected a member of the grain com'tee of the Chamber of Commerce in place of Jos. M. Warfield, who recently retired from the grain business.—R. C. N.

## MICHIGAN

Portland, Mich.—Our firm name is now the Portland Co-op. Co. It was formerly called Portland Farm Buro.—Portland Co-op. Co.

Marlette, Mich.—The organization of the Marlette Bean Growers Ass'n was completed May 28. Similar ass'ns have been formed at Watertown, at Snover and at Decker.

Linden, Mich.—G. M. Wallbrecht, who has been engaged in the milling business for 20 years at Washburn, N. D., has bot the Linden Flour Mill from E. P. Jameson, former owner.

Flushing, Mich.—The Flushing Elvtr. Co.'s elevator office was robbed recently of \$17.90 which was in the cash drawer. Entrance was probably gained thru a trap door leading into the mill in the rear of the office.

Durand, Mich.—About \$150 worth of bean and clover seed was stolen from the Durand Farmers Elvtr. Co.'s elevator on May 19, the burglars entering by breaking a window. Insurance was not carried on the stolen property.

Howell, Mich.—Andrew J. Keary, who a number of years ago owned and operated a grain elevator here, died in a Detroit hospital, on May 23, as the result of injuries received a few days previous, when he was struck by an automobile. He was 75 years of age.

Brown City, Mich.—The Michigan Bean Growers, Inc., a new farmer owned and controlled marketing ass'n, is being sponsored by the Federal Farm Board and the Michigan State College economics department. This movement contemplates the formation of a local bean growers ass'n around Brown City and the merging of this with a state-wide ass'n.

Battle Creek, Mich.—A. K. Zinn & Co., well-known flour and feed concern, have formed a subsidiary, to be known as the Transit Warehouse Corp., for the purpose of getting a wider distribution for their products. The plan is to lease space of one or two cars capacity from good concerns, carry the stock themselves, and have settlements on sales made every two weeks. In this way the expense of owning or leasing branch stores or warehouses is obviated.

## MINNESOTA

Doran, Minn.—A 10-ton scale has been installed in M. S. Smith's elevator.

Cottonwood, Minn.—The Farmers Co-op. Elvtr. Co. recently bot a distributor.

Amiret, Minn.—Perry Trout has been appointed manager of the Farmers Elvtr. Co.'s elevator.

Brushvale, Minn.—The Farmers Grain Co. has installed a 15-h.p. gasoline engine and a 10-ton truck scale.

Chokio, Minn.—A magnetic separator has recently been installed for the feed department of the Equity Exchange Elvtr.

Rushford, Minn.—The Farmers Co-op. Elvtr. Co. is having a new Strong-Scott Head Drive installed by the T. E. Ibberson Co.

Garfield, Minn.—An attrition mill and batch mixer recently were added to the equipment of the Farmers Elvtr. Co.'s elevator.

Halstad, Minn.—At last report it had not been decided yet whether the Halstad Elvtr. Co. would make improvements to its plant or not.

St. Paul, Minn.—Stock Yards Feed Co., incorporated capital stock, \$250,000; incorporators: N. A. Cobb, B. Mintener and Paul Christopherson.

Ada, Minn.—C. D. Simpson is in charge of the Ada Elvtr. Co.'s elevator during the absence of the owner, O. N. Boddington, who is on a visit to his old home in Norway.

Pequot, Minn.—W. G. Stinson's feed mill burned at 4:30 a. m. May 23; loss, \$1,200 to stock and \$1,000 to building; partly insured. A quantity of flour and feed was destroyed.

Perley, Minn.—The elevator of the Lee Elvtr. Co. has a new concrete foundation. The old foundation, of piles, gave way last year with the weight of the new crop of wheat.

Waseca, Minn.—The Farmers Elvtr. Co.'s elevator, which has been in the hands of a receiver, was sold to a group of local people headed by Albert Schaumkesel and J. W. Conway.

Morton, Minn.—M. A. deWerd, who formerly built a feed mill here which he afterwards sold, has bot the Morton Feed Co.'s mill and is now doing business as the deWerd Feed Mills.

Cannon Falls, Minn.—Some additional storage for the Cannon Valley Milling Co. has just been completed by the T. E. Ibberson Co., which is now building an additional unit to the mill building, to be five stories high and fitted with special sacking equipment and have special flour storage bins built into it.

Cannon Falls, Minn.—The R. E. Jones Co. contemplates the addition of three bins to its elevator, increasing the capacity 5,000 bus., and also the installation of a grain cleaner. The company recently added an implement line at its local elevator, which, if it proves successful, may be added to all its elevators.

## MINNEAPOLIS LETTER

Harry A. Bullis has been elected a vice-pres. of General Mills, Inc., and will also continue to serve as sec'y of the company.

P. P. Quist, state weighmaster, Minnesota Railroad & Warehouse Commission, is back on the job again after a three months' struggle with flu and pneumonia.

Mrs. Kellogg, wife of William G. Kellogg, formerly of the Federal Farm Board, also formerly in the grain business in Milwaukee and Minneapolis, died on May 17 from pneumonia.

Carl C. Johnson has gone into the feed jobbing business for himself, with offices in the Corn Exchange Bldg. He was formerly assistant buyer for the International Sugar Feed Co.

The death of H. F. McCarthy, pres. of the International Grain Co. and an old member of the Chamber of Commerce, after a short illness, occurred on May 22. He was 55 years of age, and is survived by his widow and four children.

## MISSOURI

Marshfield, Mo.—The new feed mill of the Marshfield Milling Co. is now in operation.

Liege, Mo.—Lightning slightly damaged the elevator of the Farmers Co-op. Ass'n No. 24 on May 24.

Carthage, Mo.—A wholesale and retail feed business has been established by A. D. Hibbs, formerly of Rogers, Ark.

Kansas City, Mo.—Frank F. Thompson, of Chicago, has applied for membership in the Board of Trade on transfer from Tracy L. Cockle.

West Plains, Mo.—The 500-barrel mill of the Pease-Moore Milling Co. is to be remodeled, about \$10,000 to be spent on the work. The Dixie Portland Flour Co. is the owner.

McMullin Station (Morley p. o.), Mo.—Twelve bags of soy beans were stolen from the Sikes-McMullin Grain Co.'s storehouse during the night of May 11 or 12. Two men served terms in the state penitentiary for stealing beans from this same warehouse two years ago.

Bloomfield, Mo.—Charles Brooks, who purchased the mill property of F. A. Brannock some time ago, has had the mill remodeled for the purpose of housing a 40-barrel mill he owns in Wayne County. He will also do custom grinding and will buy grain and manufacture mixed feeds, in which he expects to specialize. He expects to have the mill in readiness for the new crop.

Kansas City, Mo.—Excavation for the 2,250,000-bu. addition to the Kansas-Missouri Elvtr. in the section known as the East Bottoms, owned by the Missouri Pacific Railroad and operated by the Hall-Baker Grain Co. (subsidiary of the Farmers National Grain Corp.), was started on May 25. The addition was originally announced as 3,000,000 bus., but engineering difficulties made a reduction necessary.

## MONTANA

Brady, Mont.—The Farmers Union Elvtr. Co., incorporated; capital stock, \$30,000, to be divided into 300 shares of class "B" stock with a par value of \$50 per share; seven directors are named.

## We Finance

grain, grain products, seeds and soy beans while stored in your own mills and elevators. Reasonable rates. Details on request.

**THE GENERAL STORAGE CO.**  
Broadway and E. 15th St., Cleveland, O.



Circle, Mont.—The Farmers Union of McCone County is contemplating the organization of a co-operative elevator at this place, planning to either buy one of the existing elevators or build a new one.

Moore, Mont.—The Lake Grain Co., of Great Falls, has bot the elevator at this point operated by the Swift Grain Co., of Lewistown, which makes the eighth elevator now owned by the Lake Co. in various parts of the state. It is reported that purchase of other elevators is contemplated and that in addition to receiving and shipping grain, the company will handle coal, salt, flour and feed at its various elevators. Harold Seright, who has been buying grain for different elevators during the last six years, has been placed in charge of the local house. D. E. Marcum, who has managed the elevator for the Swift Co. for several months, has been transferred to Lewistown. The Lake Grain Co. is owned entirely by H. B. Lake and associates, of Great Falls.

## NEBRASKA

Potter, Neb.—A warehouse, 40 x 40 feet, is under construction for the Witt Milling & Grain Co.

Danbury, Neb.—The new 20,000-bu. elevator of the Danbury Equity Exchange is now in operation.

Cozad, Neb.—Allied Mills, Inc., has installed new drying machinery in its alfalfa meal mill at this point.

Schuyler, Neb.—J. H. Holechek is now manager of the Farmers Grain Co.'s elevator, succeeding Wm. Schuldt.

Staplehurst, Neb.—The Staplehurst Grain Co. has installed a new rope drive furnished by the York Fdry. & Engine Wks.

Geneva, Neb.—The installation of a grain dump to accommodate the large size trucks is contemplated by the A. Koehler Co.

Superior, Neb.—The program for grain men given at Hastings and at Grand Island a day or two previous, was repeated at Superior on May 29.

Union, Neb.—George A. Stites, who owns two elevators at this point, has just installed a new hammer mill connected with a 30-h.p. electric motor.

Thompson, Neb.—One of the two former Farmer Union Co-op. elevators, recently bot by Alvin Diggs, was struck by lightning and burned on May 28; partly insured.

Seneca, Neb.—Fred O. Wheeler, manager of the Farmers Elvtr. Co.'s elevator, committed suicide at his office on May 11. He was 50 years of age. His widow and three sons survive him.

Fairfield, Neb.—The Farmers Elvtr. Co. is installing Hyatt Roller Bearings in its elevator and making other repairs. The Birchard Const. Co. is making the installation and the York Fdry. furnishing the equipment.

York, Neb.—Grosshans & Son, grain and lumber, are reported to have sold out to the Cornbelt Lbr. Co., of Lincoln. Grosshans operated a line of elevators, having a 30,000-bu. house at York, which was the headquarters.

Thompson, Neb.—The two elevators of the Thompson Farmer Union Co-op. Ass'n were bot at auction, on May 18, by Alvin Diggs, Thompson manager for the Farmers Union, for a group of the stockholders. The bid on the two houses was \$1,460.

Alliance, Neb.—A Minneapolis miller, who wished his name withheld from publication, spent a week in this city recently, investigating the advisability of building a flour and feed mill. The sec'y of the Chamber of Commerce showed him over the territory.

Hooper, Neb.—I bot the Hooper Flour Mills and took possession in May. Will devote my time on the start to feed milling, and probably will start the making of flour by fall.—D. H. Nellis [who formerly operated a plant at Early, Ia., which he sold last winter].

Grand Island, Neb.—Grain elevator men of this section attended a meeting on May 28 to discuss the grading, inspection and marketing of grain, and the keeping of accounts, the speakers being the same as at the meeting held at Hastings, reported under that city in this column.

Ruskin, Neb.—About 45 grain men attended a meeting, on May 7, of the Nebraska-Kansas Stateline Grainmen's Ass'n in the convention hall, where a dinner was served. After appetites were satisfied, such matters as grain inspection, damage claims, county and state assessing and scale inspection were discussed.

Seward, Neb.—The Farmers Westcentral Grain Co., of Omaha, has leased the Farmers Union Feed Mills and will manufacture feeds to supply the 79 elevators belonging to the organization. Harry Cummings, former manager will have charge. The Cash Grain & Coal Co. has leased the elevator and coal business and will have offices in the same building, with Bert Cummings as manager.

Schuyler, Neb.—As the result of a hearing on the application of the Omaha Trust Co., trustees for the bond holders, the Wells-Abbott-Nieman Co., Inc., has been placed in receivership, E. F. Folda, for several years pres. of the company, having been appointed receiver. The company has been doing a grain business and using its elevator for the storage of wheat, but the 2,500-barrel mill has not been operated for over a year.

Wynot, Neb.—The elevator of John Herfkins that burned early in May was used for storage purposes only and was across the road from the elevator Mr. Herfkins operates for the handling of grain, which was not damaged. The burned elevator contained a quantity of grain, feed and flour. A corn crib containing 1,400 bus. of corn was burned also. Loss covered by insurance. Mr. Herfkins has just built a storage house for feed and grain near the other elevator.

Hastings, Neb.—A meeting of grain elevator men and county agents, sponsored by the Omaha Grain Exchange, federal inspectors of the U. S. Dept. of Agriculture and the Agricultural College Extension Service, including the county agents of this section, was held in this city on May 28. The morning program consisted of discussion of grain grading and inspection, the speakers being H. R. Clark, W. L. Carroll, H. E. Nelson and E. L. Morris. In the afternoon D. L. Gross, of the Agricultural College, spoke on the control of smut in small grains and the production of pure strains of wheat, oats and barley, and Harold Hedges, also of the Agricultural College, spoke on the keeping of simple but accurate elevator accounts.

## NEW ENGLAND

North Scituate, Mass.—George L. Carpenter, for a long time associated with the Park & Pollard Co., feed manufacturers, both as a dealer and during the past two years as sales representative in eastern Massachusetts, died Apr. 17. Mr. Carpenter was held in high esteem by all who knew him, because of his integrity and loyalty.

## NEW YORK

Buffalo, N. Y.—The Eastern States Milling Corp. recently increased its capital stock from \$1,000,000 to \$2,000,000.

Waterloo, N. Y.—Leo Garrison has purchased property here and established the Community Sweet Feed Mill.

Albany, N. Y.—Contract has been awarded to the Macdonald Spencer Engineering Co. to furnish a complete set of plans and specifications covering the erection of a 3,000,000-bu. capacity grain elevator. As soon as the contract is ready for bidding, proposals for the construction of the elevator will be requested.—Peter G. Ten Eyck, chairman Albany Port District Commission. [It was reported in the May 13 Journals that the Port Commission would start work this summer on a 1,500,000-bu. elevator, since which time decision has been made for one of double that capacity.]

### NEW YORK CITY LETTER

Mitsui & Co., Ltd., announced that they would occupy their new quarters in the Empire State Bldg., 350 Fifth Ave., June 8.

Frederick H. Warlow, once a member of the old grain firm of S. W. Brown Co. and later with the International Elevating Co., died on May 20, at his home in Brooklyn, aged 73 years. He was one of the oldest members of the Produce Exchange.

Allied Mills, Inc., an Indiana corporation, has filed certificate with the sec'y of state of New York to enable it to do business in this state.

New members of the Produce Exchange recently elected to associate membership are: F. W. Pfeiffer, James Ward, Lewis H. Brown, Hugh A. Duffy and Morrison Pretz.

Notice of the death of Nathaniel P. Rogers, of Plainfield, N. J., was posted on the Produce Exchange recently. Mr. Rogers was formerly a member of the firm of Maguire & Rogers. He was 72 years old. Notice was also posted of the death on May 27 of Arthur S. Ferrer, age 52 years.

## NEW MEXICO

San Jon, N. M.—R. C. Mundell recently purchased a Kelso Car Loader for his elevator.

## NORTH DAKOTA

Fryberg, N. D.—On May 30 the elevator of the Independent Grain Co. burned.

Dwight, N. D.—P. H. Gust has been appointed manager of the Dwight Farmers Elvtr. Co.'s elevator.

Ellsberry, N. D.—T. C. Wildish will have the foundation of his elevator repaired by the T. E. Ibberson Co. before the new crop moves.

Pettibone, N. D.—Leon St. Jacques, manager of the Regan-Lyness elevator for several years, died at his home here on May 1. His widow survives him.

Walhalla, N. D.—A new set of scales has been installed, the driveway made wider and cement abutments put in at the St. Anthony & Dakota Grain Co.'s elevator.

Rogers, N. D.—The Farmers Elvtr. & Merc. Co.'s elevator cupola is being remodeled, the foundation repaired and other improvements made by the T. E. Ibberson Co.

Glenburn, N. D.—Farmers of this locality have been discussing the purchasing of a Farmers Union elevator, but no definite decision had been made at last reports.

Douglas, N. D.—Harry Hansen, former manager of the Farmers Elvtr. Co.'s elevator at Max, N. D., has been appointed manager of the Farmers Elvtr. Co.'s elevator here.

Drake, N. D.—The state mill and elevator at this point which has long been idle, are to be sold at auction some time after July 1. The plant represents an investment of about \$30,000.

Berea (Valley City p. o.), N. D.—H. C. Rushy, manager of the Farmers Elvtr. Co.'s elevator, took his own life on May 7. He was 45 years of age and is survived by his widow and two daughters.

Drayton, N. D.—The Monarch Elvtr. Co.'s elevator re-opened about the middle of May, after having been closed since last July, with O. C. Zellmer, formerly with the Monarch house at Elysian, Minn., as local manager. Following the hail storm last July, the elevator here was closed and used for storage by the Cargill Elvtr. Co.

## OHIO

Wakeman, O.—The elevator of the Wakeman Milling & Elvtr. Co. was slightly damaged by windstorm on May 16.

Lock Two, O.—On May 11 the elevator of the Lock Two Grain & Milling Co. was slightly damaged by windstorm.

Wilmington, O.—Clinton Grain Co. has equipped its plant with a McMillin Wagon and Truck Dump with wheel hooks.

Camden, O.—C. S. Klopp, former manager of the elevator, bot the Farmers Grain & Supply Co.'s elevator at a receiver's sale.

Lewisburg, O.—In the new elevator of C. W. Pontius, replacing the house that burned in February, a McMillin Wagon and Truck Dump with wheel hooks has been installed.

St. Marys, O.—The office of the St. Marys Grain Co. was robbed of about \$80 in checks and \$80 in cash at noon on May 22. The only attendant was in the mill at the time, several feet away, and did not notice any one enter the office.



Defiance, O.—The Northwestern Ohio Farmers Grain Dealers Ass'n held its monthly meeting in St. Johns Lutheran school hall in this city June 1 as guests of the Farmers Co-op. Co. The meeting opened with a dinner at 6:30, followed by a program of talks on matters of interest to grain men.

Maumee, O.—Truman H. Mitchell, a native of this town, died at his home in Toledo on May 19, at the age of 60 years. For many years he was associated with his father in the milling business in Maumee, and later with the Goemann Grain Co. Of late years he had been in the automobile business in Toledo. He is survived by his widow, son and daughter.

Dunbridge, O.—The Sugar Ridge Grain Co. has recently installed a 50-h.p. Jay Bee Hammer Mill and a Jay Bee one-ton mixer and made an addition to its Dunbridge plant, where the grinding and mixing machinery is located. It takes grit to build and install machinery these days, but we are out to win. —The Sugar Ridge Grain Co., (Sugar Ridge, O.), per G. H. Smith, mgr.

Toledo, O.—The dock warehouse of the National Milling Co. (which is owned by the National Biscuit Co.), a 2-story, wooden structure, and the loading equipment burned on May 21, in the afternoon; loss, \$200,000; 25,000 barrels of flour and 1,500 tons of feed were in the warehouse. Grain in the adjoining elevator was damaged to the extent of about \$12,000 by water from sprinkler heads opened by the heat.

Cleveland, O.—Receivers have taken charge of the plant and business of the Lake Shore Elvtr. Co. and an inventory and audit are in process. The purpose of the receivers is to conserve the assets of the business. The property involved is valuable and until recently a substantial and profitable volume of business has been transacted by the company. The receivers especially desire the co-operation of every creditor in their endeavor to restore the business to a sound basis.—A. B. Peek and W. C. Seaman, receivers.

## OKLAHOMA

Walters, Okla.—The Farmers Union Gin Co. is making preparations to install a feed grinder.

Okarche, Okla.—The Farmers Co-op. Elvtr. Co. has added a Boss Car Loader to its equipment.

Renfrow, Okla.—Oscar Robinson Grain Co. has bot the Enid Milling Co.'s elevator and will operate it this year.

Chattanooga, Okla.—P. A. Cope has rebuilt his elevator at this point that burned last winter, and is receiving the new crop of wheat.

Driftwood, Okla.—We will open our house at this point, which has not been operated for two years. We are installing an Omaha truck dump.—Choctaw Grain Co. (Oklahoma City, Okla.).

Selman, Okla.—The elevator of H. F. Craig suffered slight windstorm damage recently.

Navina, Okla.—We have installed a new leg belt and 9x5-inch cups in preparation for the new crop.—L. E. Shields, Farmers Co-op. Co.

Huffine Switch (Davidson p. o.), Okla.—John Laney, a farmer, recently bot the elevator at this point, on the Frisco, and has torn it down.

Frederick, Okla.—J. E. Hines, who for a number of years bot grain at Hollister, will manage the Wichita Mill & Elvtr. Co.'s plant here this season.

Moore, Okla.—We have installed a 20-h.p. 3-phase motor to replace our gas engine, and are painting our elevator.—H. P. Dressen, agt. General Grain Co.

Dacoma, Okla.—We are installing an Omaha truck dump and will open this elevator after being closed two years.—Choctaw Grain Co. (Oklahoma City, Okla.).

Oklahoma City, Okla.—Dissolution of the Garrison Milling Co., flour and feed manufacturers, has been asked in district court petition filed by directors of the company.

Eva, Okla.—The Light Grain & Milling Co. is erecting a 25,000-bu. elevator at this point, on the M. K. & T. R. R., being the rebuilding of its elevator recently moved from Hooker, Okla.

Oklahoma City, Okla.—The arbitration com'te of the Grain Dealers Ass'n of Oklahoma for the ensuing year is as follows: Ben Feuquay, of Enid; J. W. Stewart, of Chelsea, and W. E. Shepherd, of Hobart.

Renfrow, Okla.—The old Hacker Milling Co.'s elevator has been dismantled and torn down, and is being replaced with a new studded and iron-clad house, which will be ready for operation on this year's crop.

Nash, Okla.—Ellis Mills has been made local manager of the Choctaw Grain Co.'s elevator, succeeding W. F. Gibson. Several weeks ago John O'Brien was made manager for the company thru this part of the state.

Texhoma, Okla.—Harry Smith has bot the Equity Exchange Co.'s elevator, which has been leased during the past two years to the Wheat Growers Corp., and has taken possession. Mr. Smith has been in need of a larger elevator for some time.

Waukomis, Okla.—The floor of the driveway in the elevator of the Farmers Co-op. Supply Co. is being rebuilt, and extra heavy timbers being put in to take care of the weight of heavy trucks.—I. L. Stephenson, mgr.

Blackwell, Okla.—Suit was filed, on May 21, against the Midland Flour Milling Co., the Blackwell Mill & Elvtr. Co. and D. W. Moxon, general manager, by Mabel Evans, of Blackwell, who alleges that her husband was killed last November because of negligence on the part of his employers, and asks damages of \$50,000.

Granite, Okla.—The Farmers Feed & Grain Co. is putting up a new building, using the material in the elevator formerly owned by E. Hester which is being razed. The building is to be 28x100 feet, of concrete, stone and iron.

Kingfisher, Okla.—Bob White Flour Mills have just completed installing their own electric power plant. An engine room and power house, with a 500-h.p. natural gas engine and a generator, was built for this purpose.—Paul Bimmerman, mgr.

Norman, Okla.—An addition has been built on the cob house of Massey & Sons' elevator, to increase storage space for the offal from shelling, which the firm sells for fuel. Iron-cladding of the plant and painting with aluminum paint have also just been completed.—F. L. Massey.

Group meetings, sponsored by the Grain Dealers Ass'n, of Oklahoma, were held at the following cities in the state, the meetings all being at 8 o'clock p. m.: Hobart, June 1; Clinton, June 2; Woodward, June 3; Forgan, June 4; Alva, June 5; Ponca City, June 6; Watonga, June 8; El Reno, June 9.

Hollister, Okla.—Pete Cope is looking for a location to which to move his feed mill from here; he contemplates remodeling it so as to combine with an elevator. Bob Hilton is having his elevator and scale tuned up for the new crop. G. G. Black is repairing his elevator; W. M. Black will be manager, the firm name being Black Bros.—W. M. Black.

Edmond, Okla.—We plan to start our natural gas engines, of which we have two, within 30 days. One of these will probably be directly connected with the main mill. We expect to install a generator in connection with the other, and generate our own electricity for operation of the elevator and other units of the mill.—E. A. Rodkey, Eagle Milling Co.

Reeding, Okla.—A false floor of wood covered with metal is being put inside the concrete dump sinks of the Kingfisher Mill & Elvtr. Co.'s elevator here. This will provide an air space between the concrete and the false bottom and allow moisture that seeps thru the concrete to dry out. The elevator has been closed for several months, but will be opened again for the wheat season.

Enid, Okla.—Work on Enid's two large elevators is going forward rapidly. By the last of May, the concrete tanks of the Enid Terminal Elvtr. Co.'s house had risen to a height of 34 feet, and the Jones-Hettelsater Co., whose contract calls for completion by July 10, may have the 700,000-bu. elevator completed before that date. The Union Equity Co-op. Exchange's 419,000-bu. house, under construction by the Burrell Engineering & Const. Co., had two shifts of men working 20 hours per day pouring concrete, and expected to be completed by the middle of July.

Enid, Okla.—Elevators purchased by the Oklahoma Wheat Pool recently are the Donley County State Bank's elevators at Hoover, Pampa, and Kings Mill, Tex., operated a year ago by L. C. McMurtry Grain Co.; G. G. Black's elevator at North Enid, the elevator at Shey, and W. E. Stark's elevator at Quinlan, Okla. Texas elevators have been leased at the following points: Gruhlkey (Adrian p. o.), Crosbyton, and Electra. Oklahoma elevators that have been leased new this year are located at Cheyenne, Darrow (Okeene p. o.), Driftwood, Fairmont, Grandfield, Granite, Headrick, Hillsdale, Hollister, Lone Wolf, Mountain Park, Reydon, Rossville (Wellston p. o.), Snyder, Tangier and Frederick.

## PACIFIC NORTHWEST

Mohler, Wash.—An elevator having a capacity of 75,000 bus. and a 200-foot warehouse will be erected by the United Grain Growers, Inc., in time to take care of the new crop.

Cambridge, Ida.—The plant owned by J. R. Buck and stock owned by J. R. and R. E. Buck, doing business as the Cambridge Grain & Seed Co. were destroyed by fire of unknown cause on May 25. There was stock stored in the plant belonging to two other individuals, all of which was totally destroyed.

THAT'S GRATITUDE FOR YOU!  
THEY'VE BEEN HOWLING ABOUT  
A GRAIN SURPLUS — BUT,  
INSTEAD OF PRAISING ME FOR  
EATING 200,000,000 DOLLARS  
WORTH OF CROPS, ANNUALLY,  
THEY'RE TRYIN' TO  
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Portland, Ore.—Headquarters of the Farmers National Grain Corp., formerly at Pendleton, are being moved to Portland this month. As reported in the Apr. 22 Journals, the Grain Stabilization Corp. made the same move in April.

Portland, Ore.—On June 1 Harold Sanford, formerly with the I. C. Sanford Grain Co. and the Northern Flour Mills Co., later department manager of Wood-Baxter & Co., joined the Farmers National Grain Corp. as export manager.

Tacoma, Wash.—Members of the Tacoma branch of the Washington State Grain Dealers Ass'n met at the Hotel Tacoma Tuesday night, May 19, for dinner and to discuss credit problems and other matters of interest. Several addresses were made.

Monroe, Wash.—Headed by Alfred H. Murray and Paul McCann, the McCann Foods, Inc., formed a few weeks ago, will establish a plant in the former Grange Hall, which is being remodeled for the purpose. Whole wheat products will be manufactured.

Midvale, Ida.—The Cambridge Grain & Seed Co., of Cambridge, Ida., working in conjunction with a newly established mill at Midvale, has begun the manufacture of a line of poultry and stock feeds. The local mill is now turning out bone meal and alfalfa meal.

Kirkland, Wash.—The Quality Feed Mills has started the erection of a warehouse, to be 40 x 100 feet, just across the street from the present mill and warehouse. It will front along the railroad track for convenience in loading and unloading feed and hay. It will have a cement basement.

Dayton, Wash.—The Farmers National Grain Corp. is reported to have bot for the Columbia County Grain Growers the Israel warehouses at this point and at Delany (Starbuck p. o.), the Bert Longgood warehouse at Starbuck, and the E. O. Powers warehouse at Powers (Starbuck p. o.), all in Columbia County, the total capacity being about 750,000 bus.

Olympia, Wash.—Ass't Attorney General Anderson holds that federal agencies can not usurp or destroy the state's regulatory powers over grain warehouses, and altho federal encroachment upon the state's authority over grain inspection and warehouses was authorized by an act of Congress, the full enforcement of its provisions could be rendered unconstitutional, in his opinion. He also stated that warehouses acting merely as purchasing agents for non-resident buyers or handling only products intended for interstate shipment would be subject to the federal and not the state act. In his opinion, warehousemen should take out state licenses and subject themselves to the provisions of the state act.

## SOUTH DAKOTA

Rockham, S. D.—The Atlas Elvtr. Co. has contracted with the T. E. Ibberson Co. to build a 5-bin coal shed.

Pierpont, S. D.—The Empire Elvtr. Co.'s elevator burned on May 23; loss, \$10,000; about 10,000 bus. of wheat burned.

Leola, S. D.—E. B. Kast, of Seneca, S. D., has succeeded W. M. Ferguson as manager of the Farmers Equity Exchange's elevator.

Corsica, S. D.—At a recent meeting of the directors of the Farmers Elvtr. Co. it was decided to close and indefinitely quit business.

Ree Heights, S. D.—New pits will be built at the Atlas Elvtr. Co.'s elevator and general repairs made, the T. E. Ibberson Co. doing the work.

Orient, S. D.—W. M. Ferguson has succeeded W. L. Griffith, resigned, as manager of the Ree Valley Farmers Co-op. Ass'n's elevator, effective June 1.

Webster, S. D.—James C. Garrick, of the firm of Potter, Garrick & Potter, operating a line of elevators with headquarters at Webster, died at his home here on May 20, at the age of 65 years.

Irene, S. D.—Farmers Co-op. Elvtr. Co., incorporated; capital stock, \$9,000; incorporators: C. M. Pederson, Adolph Boe and John Okland. This is the incorporation of an established business.

Meckling, S. D.—Alfred H. Kaeberle and John B. Davis have bot the Farmers Union Elvtr. Co.'s elevator.

## SOUTHEAST

Zebulon, Ga.—Pike Ethridge's grist mill burned May 18.

Millingport (r. d. from Albemarle), N. C.—The roller mill operated by L. H. Hathcock burned May 15; loss, \$5,000; one-third of loss covered by insurance.

Jackson, Miss.—The Case Commission Co.'s feed plant, which manufactured grain and cottonseed products, burned recently; loss, \$40,000; partly insured.

Reedson (Engle p. o.), W. Va.—During a thunder shower on May 11, lightning entered Reed & Myers' grain elevator on the power wires that carry the current to the motors of the plant, and melted the metal conduit enclosing the wires and burned some of the woodwork inside. The fire was soon put out without the aid of the fire department. Damage was slight.

Alexandria, Va.—We are a branch of the Baltimore Feed & Grain Co., Baltimore, Md., and operate under the name of the Wattles Feed & Seed Co. mainly because we are successors to Richard H. Wattles. We are buying this plant within the next month. The plant includes an elevator with a bin capacity of about 25,000 bus. We also operate a complete feed mill with grinders and mixers of various kinds.—Wattles Feed & Seed Co., F. G. Schmidt, director.

Florence, N. C.—A meeting was held here on May 21, called by the Chamber of Commerce, for considering the advisability of establishing an elevator for coarse grains, particularly corn. Representatives of the Federal Farm Board were reported to be making a survey of the section and would report to the board, which indicated a willingness to lend "a properly constituted organization" 80% of the cost, provided the project was finally approved.

## TENNESSEE

Harriman, Tenn.—W. H. Whitcomb plans opening the Superior Milling Co. here.

Columbia, Tenn.—W. N. Butler & Co., grain dealers and feed manufacturers, are erecting a large grain warehouse on the L. & N. R. R., to be equipped with electric elevator for unloading and mill fan for cleaning; it will have a capacity of 50,000 bus., and will be ready to receive grain by the middle of this month.

Greenback, Tenn.—The Trigon-Greenback Flour Mills were placed in the hands of receivers on May 28, Ben F. Sands and J. H. Carmichael being appointed receivers for the two mills, one of which is located in Greenback and the other at Trigon. It is expected that the mills will be operated during liquidation.

## TEXAS

Morse, Tex.—T. A. Fairey recently installed a Boss Car Loader.

Truscott, Tex.—C. A. Bullion has bot a Boss Car Loader for his elevator.

Hart, Tex.—An addition is being built on the office of the Farmers Elvtr. Co. here.

Rhame, Tex.—Windstorm slightly damaged the plant of the Rhame Milling Co. recently.

Bonham, Tex.—The elevator of the Steger Milling Co. was damaged by fire on May 15.

Dublin, Tex.—Hailstorm damaged the milling plant of the Dublin Mills, Inc., on May 21.

Madisonville, Tex.—A mixed feed plant has recently been installed by the Standley Gin Co.

Harrisonville, Tex.—The manufacture of mixed feeds has been started by the Standley Milling Co.

Vega, Tex.—A 10,000-bu. frame, iron-clad bin has been built on the local elevator of Lester Stone Grain Co.

Perico, Tex.—The elevator of the Blotz-Henneman Seed Co. was slightly damaged by windstorm recently.

Silverton, Tex.—The plant of the Farmers Elvtr. Co. is being remodeled and put in shape for the coming wheat season.

McKibben (not a p. o.), Tex.—A 15,000-bu. studded and iron-clad elevator is being built here by W. B. Johnston, of Enid, Okla.

Plainview, Tex.—Henderson Grain Co. expects to re-open its local private wire office in the Skagg Bldg. about June 15. Warren Jeffus will be in charge.

Amarillo, Tex.—Henneman Grain & Seed Co., incorporated; capital stock, \$25,000; incorporators: Leo Potishman, J. W. Shillingburg and Art Henneman.

Wichita Falls, Tex.—The Hunt Grain Co., recently incorporated, is the same old firm with the same personnel, only a technical change.—J. C. Hunt Grain Co.

Spearman, Tex.—The local Chamber of Commerce is canvassing the field in hope of finding some enterprising miller who will provide the town with an up-to-date flour mill.

Higgins, Tex.—Guy Bennett is the new manager of the Oklahoma Wheat Pool Elvtr. here, replacing Walter Gray. Mr. Bennett formerly managed the Pool elevator at Eddie, Okla.

Muleshoe, Tex.—I am now connected with the Muleshoe Elvtr., Inc., Mr. Cranfill having taken his place back with the Santa Fe Grain Co. at Friona, Tex.—T. Wesley Osborne.

Barwise (Lockney p. o.), Tex.—The 5-bu. automatic scale in the plant of the Edwards Grain Co. has been replaced with an 8-bu. Richardson Automatic Scale by Rochelle & Rochelle.

Bonham, Tex.—The Fant Milling Co., headquarters Sherman, Tex., manufacturers of stock and poultry feeds of all kinds and of flour, recently opened a wholesale feed and grocery branch house here.

Machovec, Tex.—We built a new elevator at Dumas but did not build one at Machovec as reported. The J. N. Beasley Elvtr. Co., Inc., now owns and operates four elevators, all under that name, one at White Deer, one at Lark, one at Dumas and one at Wildorado, Tex., but all correspondence, buying and selling, is handled at Amarillo.—J. N. Beasley Elvtr. Co., Inc., by H. C. Adams.

# FORT WORTH

*Is the Better Grain Market — Use It and Profit  
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*Export and Consignments*

**James E. Bennett & Co.**  
*Grain, Stocks, Provisions*

**Rosenbaum Grain Corp.**  
*Cash and Futures*



George, West, Tex.—A stalk and small grain manufacturing plant is being talked of, and \$75,000 has already been raised for its construction. Business will be conducted under the name of the B & B Mfg. Co.

Landergerin (Adrian p. o.), Tex.—The capacity of the local elevator of Lester Stone Grain Co. has been increased by addition of an 8,000-bu. bin at one side. This addition is iron-clad and is of studded construction.

Floydada, Tex.—Will Boothe will be manager of the Joe Boothe Elevator here this season. Joe Boothe is taking active charge of a new elevator he has built at Boothe Spur (Floydada p. o.) on the Santa Fe east of Floydada.

Raymondville, Tex.—The Eastern Seed & Grain Co. is erecting a new stucco front building, 30 x 80 feet, for its feed and seed service. G. Curtis Clark, of Corpus Christi, is the head of the concern, and R. C. Wise is the local manager.

Lubbock, Tex.—A grain grading school was held at the Lubbock Hotel June 5, at which leading lights from government inspection laboratories gave demonstrations and instruction in proper methods for grading wheat.

Adrian, Tex.—A 10,000-bu. bin has been added to the elevator of Lester Stone Grain Co. and the plant has been further improved by increasing the elevating capacity of the leg, and installing a new 10-ton truck scale. Fred Cotton is the local manager.

Floydada, Tex.—Construction has just been completed on a feed mill and coarse grain storehouse by the Farmers Grain Co. At present it is being fitted with elevator equipment, but after harvest it will be equipped with a hammer mill and mixer. W. C. Cates is manager.

Plainview, Tex.—Ben F. Smith has purchased a half interest in the Noble Grain Co., including the interest of T. K. Morris. The company expects to change its name soon to Noble-Smith Grain Co. Officers of the company are E. N. Noble, pres.; Ben F. Smith, vice-pres., and E. Burns Noble, sec'y.

Abernathy, Tex.—The capacity of the plant of the Farmers Coal & Grain Co. is being increased and the cupola is being rebuilt. The lifting capacity of the leg is being increased to 2,400 bus. per hour with installation of DP cups, and a universal head drive. The old automatic scale is being replaced with an 8-bu. Richardson.

Dumas, Tex.—After going over the situation carefully, we have decided not to build an elevator at Dumas this year. To date there are three elevators under construction at Dumas: one by the J. N. Beasley Grain Co., of Amarillo; one by a local farmers organization, and one by a Mr. McCrummin (do not know the firm name).—Tom F. Connally Grain Co.

Ft. Worth, Tex.—The Lone Star Elvtrs. (operated by the J. C. Crouch Grain Co.) started excavation in May for the erection of another storage unit to its plant, of 500,000 bus. capacity. This addition, together with two others completed within the last 18 months, will increase the grain storage capacity of the plant by approximately 2,000,000 bus. A 750,000-bu. addition was completed last season and a similar unit this April (see Mar. 25 Journals).

Cordoro and Frick (not p. o.'s), Tex.—We are not building at any place. The Kenyon-Kearns Feed Co. is building an elevator at Cordoro and one at Frick. The contract was let to the Star Engineering Co. Have not engaged local managers as yet, but Mr. Kenyon will be on the ground the greater part of the time himself looking after things. The Kearns Grain & Seed Co. owns only one elevator, and it is at Amarillo.—Kearns Grain & Seed Co., per H. L. Kearns.

Friona, Tex.—The east elevator of the Santa Fe Grain Co. has been purchased by Heneman Grain & Seed Co., which will operate it this year. F. M. Harvey, long associated with seed houses as a traveling buyer, is manager. The plant has been put in top-notch running condition with installation of a White Star Ball Bearing Boot, a White Star Manlift, a concrete driveway and approaches, and new spouting at the top and bottom. Rochelle & Rochelle did the overhauling.

Dimmitt, Tex.—Construction has begun on a fast loading hiker here by B. O. Sanford. A scale, an unloading pit, and a fast handling leg are being put up.

Kingsmill, Tex.—A. C. Matthews is the new manager of the Ecla Grain Co., replacing O. H. Gilstrap. This company added gas and oil to its list of sidelines last fall and now operates a filling station in conjunction with the elevator, as well as a bulk oil station.

Panhandle, Tex.—We have bot four elevators formerly owned by the U. S. Strader Grain Co. (which has discontinued business) at Panhandle, White Deer, Miami and Higgins, Tex. We are going to engage in buying and selling grain, selling feeds, flour, salt and coal. We are not going to enlarge any plants at present or install any machinery. We came from Wichita, Kan., and are making the main office for the line of elevators at Panhandle.—Gwynn-Render Grain Co., F. A. Render.

Boothe Spur (Floydada p. o.), Tex.—The 14,000-bu. studded and iron-clad elevator under construction here by Joe Boothe (as reported in the May 13 Journals), will be completed just ahead of the harvest and will be under the personal management of Joe Boothe thru this season. The elevator is being fitted with a 10-ton truck scale, an all-steel truck lift and steel grate, 11 x 6-in. DP buckets on a 12-in. rubber belt, a 10-bu. Richardson Automatic Scale, a 10-in. well-casing loading spout with flexible end, anti-friction bearings on the head and jack-shaft, a ball-bearing boot, and a gas engine in a separate engine house.

Dumas, Tex.—A 20,000-bu. frame, iron-clad elevator is being built for the newly organized Farmers Elevator Co. by Rochelle & Rochelle, and is expected to be completed by harvest time. The plant is being equipped with a 3,000 bu. per hour leg, which has a 12-inch belt and 11 x 6½-inch DP buckets, a universal head drive, with 10-h.p. enclosed motor, a 10-bu. Richardson Automatic Scale, a 15-ton dial truck scale, an all-steel truck lift with No. 80 compressor and 5-h.p. motor, a White Star Drop-Type Distributor, a White Star Manlift and other modern elevator equipment. The pit is 20 ft. deep with a partition and a butterfly diverting valve and has capacity for 1,400 bus.

Happy, Tex.—Happy Elvtr. Co. is having Rochelle & Rochelle build it a new 35,000-bu. frame, iron-clad elevator which will be completed in time for harvest. The plant is being equipped with a 4,500-bu. leg, which has 13 x 6½ DP buckets set on 12-inch centers on a 14-in. 6-ply rubber leg belt, running over a 60-inch head pulley. The leg will be driven by a universal head drive transmitting power from a 15-h.p. enclosed motor. A floating boot completes the leg equipment. A White Star drop-type distributor is used. In the driveway will be an all-steel truck lift with No. 80 compressor and 5-h.p. motor, a steel pan and 5 x 8-ft. steel grate. The double pit will be 24 ft. deep and hold 1,700 bus. Outbound weighing equipment will be a 15-bu. Richardson Automatic Scale; inbound weighing equipment will be a 15-ton dial scale. W. T. Townshend will be manager.

## WISCONSIN

Strum, Wis.—J. M. Olson and T. M. Olson, brothers, who have been in partnership for 34 years, operating a grain elevator and general store at this point, have dissolved partnership.

Tomahawk, Wis.—Robert O. Whipple Co., incorporated; capital stock, \$15,000 or 150 shares at \$100 each; incorporators: A. E. Sutliff, Leonard Otto and Wm. C. Rosche; to take over the flour, feed, coal, etc., business of Robt. O. Whipple, and to manufacture and sell flour, feed, meal, etc.

## WYOMING

Powell, Wyo.—Equipment for a 15-barrel capacity grist mill has been purchased by Ray Loving, who expects to start construction of the mill soon.

## Iowa Pathologists Study Seed Testing

Some of the extension pathologists of the Iowa State College are spending time in the federal seed laboratories studying new developments in the field of seed testing and weed control. A new drive will soon be launched.

## New Varieties of Soybeans in Indiana

Four new varieties as yet unnamed are being tried in several Indiana counties, and three new ones will be tried in the northern part of the state, according to an announcement from Purdue University.

The Agronomy extension division of that institution just completed arrangements for 74 soybean variety demonstrations over the state. These demonstrations conducted annually, have done much to increase the popularity of the soybean crop, as evidenced by farmers planting intentions of 500,000 acres this year. Clover failures last year and the attending loss in the hay crop, will mean that a large proportion of this year's crop will be used for hay. K. E. Beeson states, however,

## New Plant of the Strong-Scott Mfg. Co.

One of the most attractive engineering shops of the United States is the new plant of the Strong-Scott Mfg. Co., at Minneapolis, Minn.

With 900 ft. length of property the designer was not cramped for space and the result is an arrangement that makes for the handling and working of materials with economy, accuracy and despatch. The building is 360 by 100 ft. of brick and concrete, affording 72,000 sq. ft. of floor space. To the machine shop is allotted 17,000 sq. ft., and to the sheet metal shop 10,000 sq. ft. of floor space. The monitor construction of the shops gives ample light and height for proper manufacturing and assembling. A 10-ton crane runs the length of these shops to facilitate the handling of heavy equipment.

The new building marks the 34th year of successful operation during which the Strong-Scott Mfg. Co. has adapted itself to the changing conditions with characteristic enterprise, to the material advantage of itself and its many patrons.



Interior of New Plant of Strong-Scott Mfg. Co.



### Seller Liable for Carload of Corn Going Out of Condition

A car of corn originating at Scott, O., was shipped to Cleveland, O., where the Herman-McLean Co. resold it to the Eureka Milling Co., New Philadelphia, O., the confirmation reading:

"This confirms our telephone conversation of this morning resulting in the sale to you of one car of Yellow Ear Corn which is now in Cleveland, and according to Cleveland Grain and Hay Inspection No. 3 Yellow, 21% moisture. This car sold to you at \$1.28 a bushel of 70 lbs., delivered to New Philadelphia via Baltimore & Ohio Railroad, draft to be made through the Ohio Savings and Trust Company, New Philadelphia."

The buyer was anxious to get the corn and Geo. W. Carpenter of the Milling Co. gave the railroad agent a certified check for the amount of the draft, as the bank had not received the B/L, and took possession of the car.

The roof of the car leaked and rain had wet the corn, which was moldy and contained 49 per cent moisture, but the buyers accepted the corn, dried it and tried to minimize the loss, but customers refused and returned the grain. Buyer gave seller notice within three or four days.

The Eureka Milling Co. brot suit against the Herman-McLean Co. for damages for breach of contract, and recovered judgment for \$803.33, which was affirmed by the Court of Appeals of Cuyahoga County.

**The Court said:** The title to the goods remained in the McLean Company until they had reached New Philadelphia, and had been accepted by the Eureka Milling Co. The Eureka Milling Co. lost no time in taking the goods from the car, so they could not have been damaged there. The damage then must have resulted to this corn from the time that it left Scott, Ohio, including the time it stood in the yard of the McLean Company in Cleveland, until it reached New Philadelphia, when it was accepted by the Eureka Milling Co.

Now an examination of the inspection card will show that the Grain and Hay Inspection Bureau of Cleveland intimated that it would be subject to further inspection. It must be remembered that the car remained in the yards of the McLean Company about six days after the inspection, and even if the corn was in good condition at such time, it might not have been in that condition when it was finally dispatched to New Philadelphia. At least, the evidence in this case shows beyond any doubt that the corn was not in the condition represented in the letter at the time the Eureka Milling Co. took it out of the car in New Philadelphia; that it was practically unfit for use, and had, I believe, about 49 per cent of moisture instead of 21 per cent; and, as already stated, some of it was moldy and unfit for use, and the milling company tried its best to recondition it to make it salable.

Now the Eureka Milling Co. had at least three remedies: One would be to reject the corn entirely and rescind the contract because the corn did not come up to the warranty contained in the letter; another would be to refuse to pay and recoup for damages, if suit were brought; and the other would be, having paid the money, to bring an independent suit to recover damages for breach of warranty. The latter remedy seems to have been pursued, and we think from this record that there was a warranty

contained in the letter as to the condition and quality of this corn, and we think that the warranty had not been lived up to; that is, there was a breach of warranty with respect to the condition and quality of the corn, and that was thru no fault of the Eureka Milling Co. but solely thru the negligence either of the McLean Company or of the railroad company over which the corn was transported.

The Eureka Milling Co. having brought its suit and recovered damages, which do not seem to be excessive, and it claiming that it is within its legal rights, we do not see why the verdict should be disturbed. It may be that the McLean Company had, or perhaps now has, an action against the railroad company for furnishing a car that was not fit for the purpose of shipping corn during that season of the year, but that is aside from the purpose in this lawsuit.—174 N. E. Rep. 160.

### Vessel Not Liable When Channel Closed by Ice

The Grammer S. S. Corp. chartered its steamer G. J. Grammer on Dec. 6, 1927, to load grain for Jas. Richardson & Sons at Fort William for shipment to Buffalo, at 5½¢ per bushel.

The boat sailed on the night of Dec. 12, and arrived at Sault Ste. Marie on the morning of Dec. 14, but could not get thru the locks on account of ice, and was tied up for the winter with 21 other grain boats.

On May 6, 1928, the Grammer delivered the cargo at Buffalo.

On account of the delay the charterers refused to pay the freight, and the steamship company brot suit, recovering the full amount in a decision affirmed by the U. S. Circuit Court of Appeals, Jan. 5, 1931.

The Court said: This was not a contract to deliver at a stipulated date. Both the charters and the Bs/L merely specified delivery at Buffalo, time not expressed; and, while this did indeed mean delivery within a reasonable time, what is reasonable is to be construed in the light of the possibilities. Stoppage of the channel was one of these.—47 Fed. Rep (2d) 186.

### Official Infers Speculation Restrictions Unnecessary

Dr. J. W. T. Duvel, chief of the grain futures administration, recently stated that the whole system of speculative trading, which is often attacked as not being in the best interests of the farmer and the consuming public, appears to have little effect on the average price the farmer receives or that the public pays.

He is also quoted as saying he favors regulation rather than elimination of the grain futures markets.

(He virtually admits futures trading serves a definite purpose, but seems to feel that something must be said to warrant continuation of an army of tax-eating bureaucrats. Without futures trading his department would have to become a parasite of some other industry.)

## Cipher Codes

**Universal Grain Code:** Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Millers Telegraphic Cipher:** (1917) For the milling and flour trades. 77 pages, 8¼x6 inches. Cloth bound. Price \$2.00.

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**Baltimore Export Cable Code:** Hinrich's fourth edition, completed especially for export grain trade. 152 pages, 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision):** Sixth edition. For use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6¼x8¼ inches. 850 pages, bound in keratol. Price \$10.00.

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New Plant of Strong-Scott Mfg. Co. at Minneapolis, Minn.  
[See facing page]



## Grain Carriers

**Regional Shippers Advisory Boards** will hold their sectional meetings in Uniontown, Pa., June 11; Atlanta, Ga., June 12; Seattle, Wash., June 12; Indianapolis, Ind., June 16; Wichita, Kan., June 19; San Francisco, Calif., June 19; Ogden, Utah, June 23; Green Bay, Wis., July 9; Great Falls, Mont., July 15; and Sioux Falls, S. D., July 23.

### Barge Service Opened to Peoria

Government barge service will be inaugurated on June 11 to Peoria down the Illinois and Mississippi Rivers, when a cargo will leave St. Louis. \$500,000 has been invested in terminal facilities at Peoria for handling the business expected.

### Mississippi River Dam Project at Davenport to Aid Grain Barges

Work has just been started on twin locks at Davenport, Ia., to cost \$1,326,000 as the initial step in the construction of the \$8,500,000 government dam in the Mississippi River. The project is the first step in making a nine-foot channel in the upper Mississippi, thus making it navigable for grain carrying barges.

### More Wheat Transit Time at Twin Cities

The Commission has approved the plan of western railroads for more time to move wheat from storage at the Twin Cities to interior milling points. (See Pg. 644, May 27 G. & F. Journals.)

The application was amended so as to include wheat now covered by a limit of three years and eight months in the manner intended. The revised tariffs may be made effective on one day's notice.

### New Texas Areas Opened by Rail Construction

Collingsworth county, in the Texas Panhandle, located east of Amarillo adjoining the Oklahoma line, is to be penetrated with new lines of railroads, opening new agricultural endeavors.

The Ft. Worth & Denver Northern Ry. was just granted permission to proceed alone with the construction of a line extending from Shamrock southerly to a point south of Wellington, Tex. The Rock Island has the option to acquire half-interest.

### G. N. Ry. Wins Appeal in Out-of-Line Haul Suit

The U. S. Supreme Court ruled on May 25 in favor of the Great Northern Ry. in a suit brought by the Delmar Grain Co. The decision is of far-reaching importance to the railroads and the entire grain trade of the Northwest, and declares that a railroad is required to equalize rates on grain moving to Minneapolis and to Duluth-Superior only when the shipment can be made by a direct route from a point approximately equidistant from the two markets.

The court also stated that published rates shall apply only to direct routes when no route is stipulated. Tariffs in effect for many years in the spring wheat belt provide that grain may be shipped to Minneapolis or the Twin Ports under the same rates. The plaintiff had attempted to move grain from western Minnesota through Minneapolis to Superior under the through rate.

### Hold Lakes-to-Sea Convention in Ft. William

Fort William-Port Arthur, Canada's twinports at the head of Great Lakes navigation, largest elevator and grain handling center in the world, was the setting for an "On-To-The-Sea" conference held there May 28, delegates from both countries urging both governments to speed development of the deep waterway project linking the lakes with the Atlantic.

The gathering passed a resolution to the effect that the two governments immediately appoint commissions to negotiate a treaty "of such character as to make possible the consummation of this important project."

### Rate Discrimination Laid to Barge Line

The Southern Railway System attacked barge line operations in a brief filed May 28 before the I. C. C. The railroad opposed the application of the Mississippi Valley Barge Line for establishment of rail-barge rates from and to Central Freight Ass'n territory and the Southwest.

"Because of assumed economy in transportation," said the Southern brief, "we desire to direct attention to the fact that the barge lines are unregulated and unrestrained with respect to port-to-port rates."

"Obviously, the railroads, with every rate regulated by state or federal authority, cannot compete successfully with barge lines which are unrestrained and unrestricted as to their port-to-port rates, and which apparently are indulging in a practice of cutting these rates and making special rates for favored shippers."

### Eastern Lines Decide on 15% Rate Boost

Eastern carriers asked for an advance of between 10 and 15% over existing schedules on June 5. From the discussions that have been held it appears likely that application will be made immediately for a horizontal increase with a few exceptions.

The Interstate Commerce Commission is understood to be ready to give immediate attention to the case. If the carriers can prove their need for additional revenues approval of the revised tariff can be given immediately, subject to modification and to retroactive rebates on rates that may be carried down again as a result of hearings.

"If the carriers want increased freight rates they must first make a definite proposal," according to an interpretation placed on a recent statement issued by the I. C. C. to the effect that no general investigation of the financial condition of railroads is planned on its own initiative.

Western railroad executives met in Chicago, June 2, to consider a boost in rates.

They will try to get increases on some of the heavier commodities that cannot be moved so easily by truck. The opinion also prevails that the carriers would try to get an increase in grain rates, although the commission has ordered a reduction in these rates. Only a few western railroad executives opposed the boost in grain rates at this time.

**Calendar Trading.**—It is said that a successful Chicago grain trader, long dead, left the following suggestions which his experience justified: "Sell wheat Jan. 10, buy Feb. 21; sell May 10, buy July 1, sell Sept. 10, buy Nov. 28. Buy corn Mar. 1, sell May 10; buy Jan. 25, sell Aug. 10." A study of markets for years back is said to fully prove the wisdom of this set of buying and selling rules.—*Bennett's News.*

### The Farm Board Drifts On

The Federal Farm Board drifts on. It divulges no definite information about its stocks of wheat or location. It tells nothing of its purchases or sales for future delivery. It has no policy for the disposition of its vast holdings, at least announces none. It continues to operate in secret with public funds, to create more uncertainties, to dream about farm storages, future acreage reduction, possible shortages in yields and the resumption of foreign buying.

At a time when uncertainties are especially detrimental to the country's business it takes no steps to remove or avoid them but goes on toward more of them. For without a policy it comes closer and closer to a national political campaign, when there is always danger that temporary expediency may govern rather than good business sense.

Two things the Board should do as promptly as possible. The first is to make public at regular intervals all information about its stocks, commitments, purchases, sales or any other transactions made possible by the use of public funds. The public has a right to such information.

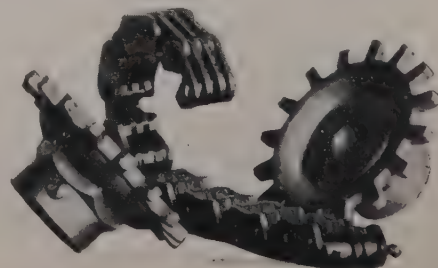
The second is to determine and announce a definite policy as to its holdings. No matter what that policy may be, a known course of action is better than the secrecy, the uncertainty, the dreaming and the drifting of the past and the present.

In addition to the time, money, foreign markets and opportunities lost in this fantastic experiment in "stabilization" more time and money are likely to be wasted at some future period. It will be wasted on an investigation of all the transactions of the Board and all the effects of its policies or lack of policies.—*Pennsylvania Farmer.*

### The Morse Midget Sprocket Coupling

Shaft flexibility in power transmission is fast becoming a major factor for consideration in small horsepower installations. The high cost of worn bearings due to misalignment, and general machinery depreciation due to vibration; as well as costly breakdowns and delays due to these inefficiencies is comparatively just as important on the small installations as on the 5000 h.p. jobs.

The big problem among flexible coupling manufacturers has been to design a practical coupling that can be supplied at low cost. The new Morse Midget recently placed on the market is a miniature counterpart of the Morse Chain-and-Sprocket Coupling that has proven so practical on installations up to 5,000 h.p. The manufacturers, the Morse Chain Co., Division of Borg-Warner Corporation, state that the simplicity of design, two sprockets wrapped by a chain, has withstood the most strenuous tests in constant operation in numerous lines of industry over a period of years. The new Midget designed for shaft sizes up to one inch in diameter is remarkably efficient due to a total lack of complicated parts. Due to its all-steel construction it will give trouble-free service with exceptionally long life.



The Morse Midget Sprocket Coupling



## Decisions and New Complaints

In 24,345, **Mangelsdorf Seed Co. vs. A. T. & S. F. et al.**, defendant, Mo. Pac., asks complaint be stricken. The seed company held sweet clover seed rates between the Dakotas, Minn., Ia., Wis., and Nebr., on the one hand, and points in Kan., Nebr., Ia., Mo., and Ill., on the other hand, to be unreasonable, and asked for rates not in excess of current Class D basis and reparation.

In 22,859, **Northern Oats Co. vs. Santa Fe et al.**, dismissal is proposed on the ground that carload commodity rates on animal and poultry feed product (known as oat groats) from points of origin in the Dakotas, Minn., and Ia., to the Pacific Coast territory was not unreasonable or otherwise unlawful.

In 23,568, **Fraser-Smith Co. vs. G. T. W., et al.**, No. 24,066, **Cargill Elevator Co. vs. Camas Prairie, et al.**, and sub-number, **Stuhr-Seidl Co. vs. Belt Ry. of Chicago**, combination commodity rates on grain from northwestern producing districts to destinations in central territory found unlawful to the extent that the separately established factors maintained for the service east of Chicago, Ill., junctions exceeding the like factors contemporaneously maintained for the same service in measure and kind on like traffic originating in trans-Mississippi River territory. Reparation proposed.

In No. 24,082, **Northwest Grain Ass'n, Minneapolis, Minn., vs. G. N.**, unreasonable rates and charges on durum wheat from Warwick, N. D., to Minneapolis, reconsigned to Superior, Wis., via St. Cloud, Minn., is alleged. Asks rates and reparation.

In 24,082, Sub. 3, **Cargill Commission Co., Minneapolis, Minn., vs. G. N.**, unreasonable rates and charges on rye from Roseville, N. D., to Minneapolis, reconsigned to Superior, Wis., via St. Cloud, Minn., is alleged. Asks rates and reparation.

In No. 24,442, **S. E. Cone Grain & Seed Co., Lubbock, Tex., vs. Ft. W. & D. C. et al.**, charges wheat rates from Dimmitt, Tex., to Lake City, Minn., in violation of Sec. 6. Asks reparation.

In No. 24,451, **The J. Chas. McCullough Seed Co. et al.; Cincinnati, O., vs. Pennsy.**, ratings and charges in violation of Sec. 1, 3, 4 and 6 are alleged on soy beans from Broadkill and other Delaware points to Cincinnati, as compared with rates on grain and grain products. Asks rates and reparation.

In 24,412, **Willis Norton Co., North Topeka, Kan., vs. Rock Island et al.**, violation of Sec. 6 in connection with shipment of wheat from points in Kan., Colo., and Nebr., to No. Topeka, and there converted into flour and other wheat products and reshipped to points in Mo., Ill., Ia., and the points beyond the Mississippi River, is alleged and reparation asked.

In No. 23,586, **Georgia Southern Freight Bureau vs. A. C. L. et al.**, the Commission dismissed the unreasonable and unduly prejudicial charges on corn rates from Pelham, Ga., to Tampa and other Florida points.

## Railroad Rates and Wages

Calvin Coolidge says: One of the most difficult questions pressing urgently for decision by government and business is railroad rates. Almost daily some one in Washington is urging the maintenance of the present wage scale. But wages cannot be paid without ready money. The public attitude has not encouraged the railroads to accumulate a surplus even if possible. They have to pay wages and taxes out of current earnings. They claim nearly all the increased rates allowed about ten years ago have been withdrawn by subsequent orders of the government. Meantime wage scales were increased. —N. Y. Herald-Tribune.

## Railroads Hurt by Government Activities

"The inconsistency of the prevailing government policies regarding transportation could not be better illustrated than by the effects they are having on employment on the railroads and by the effects they are tending to have on railway wages," declared Samuel O. Dunn, editor of the *Railway Age*, in an address before the Railway Club of Fort Wayne, Ind.

"Why should our governments, by their transportation policies, deprive many thousands of railroad men of employment, and then tax the people for public improvements to provide employment? Why make it impossible for a great private industry to provide normal employment, and then spend public money to relieve unemployment?"

"The decline in the growth of freight business has been due to various causes, but principally to the increased competition of carriers on the highways and waterways."

Jas. Simpson, pres. of the National Farmers Union, on his return from a tour of Europe said that the Farm Board's move to encourage reduction in crop acreages would fizzle just as previous attempts have fizzled. "They do not make any provision for profits for growers," he said.

## King Tut Wheat Will Not Grow

The old myth about grains of wheat found in ancient tombs being capable of growth is exploded by Sir Ernest Wallis Budge, eminent Egyptologist, who says that the wheat germ of grain found in such places is dead.

Sir Budge explains that tombs were the hiding places of grain reserves of natives. There is no authentic record of wheat from an Egyptian tomb ever maturing.



Hess Direct Heat Drier for Country Elevator Plant of John McWilliams, Jr., De Witt, Ark.

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**1,799-435. Grinding Mill.** Nicolay Nelson, Waukegan, assignor to Blatchford Calf Meal Co., Waukegan, Ill. In a grinding mill the combination of a shaft, a plurality of disks carried by said shaft, grinding beaters mounted on the disks, and bar beaters mounted on the disks intermediate of the grinding beaters.

**1,800,003. Feed Mixer.** Jas. O. Allstott, Paoli, Okla. The combination of a conveyor, means for forcibly discharging a material from conveyor, means for supplying a fluent edible substance to the material as it is discharged from the conveyor, and adjustable means for deflecting the material discharged to permit a distribution of the discharged product.

**1,803,617. Car Liner.** Frederick E. Hummel, Hopewell, Va. A car liner, comprising a one-piece bottom member formed of foldable fibrous material and having at its side and end edges upstanding flanges, and a one-piece, continuous siding member formed of fibrous material and positioned edgewise adjacent bottom and in overlapping engagement with the inner faces of flanges and secured thereto, said siding extending upwardly from the bottom member and extending around the entire periphery thereof.

**1,800,160. Ont Huller.** Samuel W. Sider, Logansport, Ind. A grain huller comprising a vibratory frame embodying a plurality of superimposed separator members, a hulling cylinder disposed above the frame and provided with an upwardly inclined outlet, a stationary inclined platform also disposed above the vibratory frame with its extremity underlying the outlet of the hulling cylinder, and a suction fan disposed at the end of the platform remote from the hulling cylinder, the platform being hollow and defining an internal suction conduit in communication with the intake of the fan.

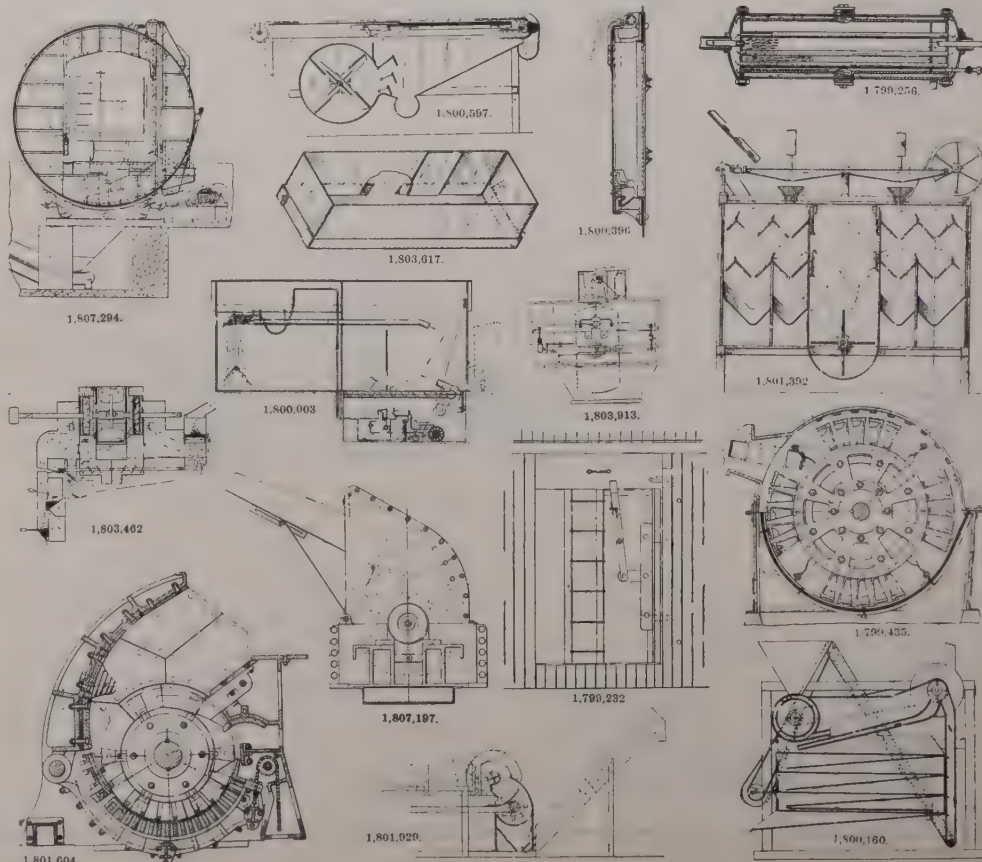
**1,807,043. Preparation of Livestock Feed.** Chas. R. Mabee, Vittoria, Ont., assignor to Chas. H. Donaldson, Buffalo, N. Y. A composition for use in a process for the fermentative conversion of farm roughage, comprising magnesium hydrate, calcium hydrate, sodium chloride and sulphur. In the art of producing an improved livestock feed by the fermentative conversion of farm roughage in a moist condition, the process which comprises subjecting the roughage to fermentative activity in the presence of a medium which beneficially influences the conversion of the roughage, said medium comprising a lime-magnesia component.

**1,801,604. Hammer Mill.** Chas. A. Jamison, Philadelphia, assignor to Pennsylvania Crusher Co., Philadelphia, Pa. In a hammer crusher, the combination of a frame providing a crushing chamber, a cage having a series of grate bars defining the bottom of the crushing chamber, a pivotal support for the cage, a feed hopper delivering into the crushing chamber, a rotor structure within the crushing chamber, hammers carried by the rotor structure, a pivotally mounted curved breaker plate forming one wall of the hopper and overhanging the rotor, and a series of retarding projections detachably mounted on the face of breaker plate.

**1,503,913. Automatic Weighing Machine.**  
Otto Meyer, Wettelswalde, near Crimmitschau, Germany. A pair of successively operating stop members coact with the valve to control the operation thereof, one of stop members being engageable with the vessel to effect the opening of the valve and in hold it open until the vessel is filled to a predetermined degree and adapted to be released by a certain downward movement of the vessel under the weight of the material therein to permit the valve to partially close, and the other of said stop members being adapted for engagement with the vessel to hold the valve partly closed and adapted to be released upon a further downward movement of the vessel when loaded to the full extent desired to effect a closing of the valve.

**1,801,929. Combination Feed Grinder.** Lawrence E. Larson, Fort Morgan, Colo. The grinder comprises a feed table, a casing on one end of the table and extending downwardly and forwardly therefrom, vertical supporting members for supporting the lower forward end of the casing, an inclined trough, an endless conveyor operable in the trough and having its lower end disposed beneath the lower forward end of the casing, said casing having an enlarged intake neck for receiving the material from the feed table, upper and lower feed rollers in the neck, a concaved screen in the lower end of the casing forming a bottom wall for the casing, rotary elements in the casing cooperating with the screen for grinding the material in the casing, and means for simultaneously operating the feed rollers, conveyor and rotary elements.

**1,803,462. Grain Cleaner.** Claude H. Crago, Strathfield, and Albert E. Hamilton, Carlington, near Sydney, New South Wales.—Grain cleaning apparatus comprising a pair of cylindrical casings each open centrally at both ends and having an annular peripheral slot at its inner end, a closed dust chamber enclosing the casings, a centrifugal separating fan with helical vanes operating in each of the casings at the end distant from the peripheral slot, both of the fans being mounted on one shaft, a shroud ring on the outer side of the fan shrouding the vanes, a shroud disc on the inner side of the fan, the shroud disc being slightly greater in diameter than the internal diameter of shroud ring, a circulating centrifugal fan located between separating fans and arranged to draw air thru casings in an axial direction, the air passing between the vanes of the separating fans and over the periphery of shroud discs, the dust moving along with the air being trapped by the inner ends of the casings and falling by gravity out thru peripheral slots into dust chamber, and a closed circuit system of passages connecting the intake and exhaust sides of circulating fan.





**1,801,392. Grain Cleaning Machine.** Chas. Steidle, Byrnesville, Mo. The machine comprises walls forming an enclosure having air inlet openings thereinto thru one of walls, pairs of spaced downwardly converging shelves forming a passage adjacent to wall having openings for the downward movement of grain by gravity, other pairs of spaced downwardly converging shelves forming a passage laterally from first passage for the downward movement of foreign substances that are of lighter weight than the grain, said first passage opening into said second passage opposite said openings, devices for varying the size of openings, mechanism for causing currents of air to pass thru openings and transversely thru first passage and thru the moving grain and into second passage to remove foreign substances from the grain, baffles between said passages for controlling the passage of air and substances carried by the air from first passage to second passage, and means for discharging the foreign substances from enclosure separated from the grain.

**1,800,597. Grain Separator.** Albert E. Burdett and Jos. P. Gilligan, Alameda, Cal. A pair of relatively long and short mesh screens of channel shaped cross section extend longitudinally between the slotted portions of the side members and nesting one within the other, cross rods carried by the outer screens and engage the inner screen to support the same, said rods being slidably supported in corresponding slots of the side members, a rotatable cross bolt carried by the outer screen and having threaded ends exposed thru other corresponding slots in the said side members, a pair of pivotally connected links coupling the bolts with the inner screen, one of links being pivotally connected with the inner screen and the other link being rigidly connected with the bolt, clamping means on the threaded ends of said bolts for holding the same against rotation relative to the outer screen and being accessible thru the other corresponding slots for operation to release the bolts for relatively adjusting the screens and means for reciprocating the screens.

## Books Received

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

**VITAMIN A and Chemical Composition of Corn** gives the analysis of many samples of corn and the results of feeding tests, by G. S. Fraps, in Bulletin No. 422 of the Texas Agri. Exp. Sta., College Station, Tex.

**ALMANACK and Year Book of the Breadstuffs Industries** is the most valuable of the annuals recording the statistical progress of flour milling and related activities, containing data of permanent interest, such as the grain grades act, the grain futures act, the agricultural marketing act, flour laws, state feedingsuffs laws, world import duties on grain, elevators at terminal markets. Paper, 120 pages, 10½ by 14 ins. The Northwestern Miller, Minneapolis, Minn.

**DISEASES OF GRAIN AND THEIR CONTROL** is one of the most complete of the agricultural college bulletins, covering sooty mold, ergot, rusts, mildews, helminthosporium, rhynchosporium, anthracnose, fusarium, foot rot of cereals, seed molds, blights,

**HAND BOOK on the Sale and Handling of Grain thru a Country Elevator** is a valuable guide for the operator of a country elevator in Western Canada, containing detailed information on the Canada Grain Act, Fees, Bonds, Records, Reports, Tickets, Receipts, Weighing, Insurance, Storage, Dockage, Shrinkage, Cleaning, Delivery, Charges, Shipping, Inspection, Sales on Track and thru Commission Merchants, Application for and Loading Cars, by T. J. Harrison, B. S. A., assistant grain commissioner, and published by the Board of Grain Commissioners for Canada, Winnipeg, Man. Paper, 60 pages.

**ORGANIZED COMMODITY MARKETS**, by S. S. Huebner, professor of insurance and commerce, University of Pennsylvania, covers the activities of every commodity exchange in all parts of the world, in descriptive articles by such authorities as Fred H. Clutton, Lloyd S. Tenney, Siebel C. Harris of Chicago, C. D. Sturtevant of Omaha, and a score of others in America, Europe and Asia. The contract deliveries are explained, that of the New York Metal Exchange, for example, permitting the delivery of tin in Great Britain. Chapters are devoted to commodity exchange clearing systems, hedging, arbitraging, factors affecting prices, governmental regulation of commodity markets and the relationship of cash and future prices. This volume is the most valuable that has yet appeared on the whole subject of future trading and should be in the library of every student of economics and marketing. Cloth, 268 pages, \$1. Published as Vol. 155, part I, for May, 1931, of the Annals of the American Academy of Political and Social Science, Philadelphia, Pa.

In two provinces of Holland the wheat area has been increased from 24,000 to 56,000 acres, and if there is a similar increase in other parts of the country, the proposed quota of 25 per cent native wheat in millers' grist would be insufficient to absorb the home crop. This is the natural result of the price boosting tactics of the exporters.

Flaxseed acreage reductions in the United States, Argentina, India, and minor producing countries are in prospect this year, according to the Bureau of Agricultural Economics, U. S. Department of Agriculture. Growers in the Netherlands are intending to restrict and in some instances to discontinue the acreage seeded to flaxseed. Czechoslovakia reports that the 1931 flaxseed crop will undoubtedly be greatly reduced on account of prevailing low prices. A smaller acreage is expected in Northern Ireland. Lithuania is planning a considerable acreage reduction on account of unsatisfactory prices.

1914

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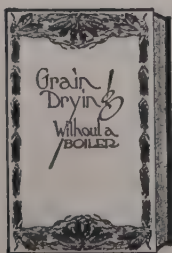
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# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**Lien of Supplier Superior to that of Warehouseman.**—Plaintiff who had furnished supplies to make crop seized had right superior to rights of pledgee of warehouse receipts (Civ. Code, art. 3217, par. 9).—*Gillon v. Martin*. *Court of Appeal of Louisiana*. 131 South. 598.

**Lien for Feed.**—Feed furnished subcontractor for teams used in making road improvement held "material" furnished in construction of road within terms of statutory bond (Comp. St. 1921, § 7486).—*U. S. Fidelity & Guarantee Co. v. McCrackin*. *Supreme Court of Oklahoma*. 298 Pac. 264.

**Pure Food & Drugs Act Unconstitutional.**—Statute prohibiting misbranding of food products *held* unconstitutional as too indefinite, not setting up ascertainable standard of guilt (Pure Food & Drugs Act, § 8, par. 3 [21 USCA § 10, par. third]; Const. U. S. Amend. 5.).—*United States v. Shreveport Grain & Elevator Co.* U. S. District Court, Louisiana. 46 Fed. (2d) 354.

**Title to Crops on Foreclosure of Land Mortgage.**—Purchaser of land at sale under mortgage foreclosure decree is entitled to growing crop sown after execution of mortgage and not harvested before purchaser acquires title. Federal land bank, purchasing land at sale under decree foreclosing its mortgage, held entitled to corn severed from soil and placed in cribs after date of master's deed.—*Chicago Joint Stock Land Bank v. McCambridge*. *Supreme Court of Illinois*. 175 N. E. 834.

Under section 6857, C. L. 1913, a laborer who performs services for another in the capacity of a farm laborer between the first day of April and the first day of December in any year has a statutory lien on all of the crops of every kind grown, raised, or harvested by the person for whom the services were performed during said time as security for the payment of any wages due or owing to such person for services so performed.—*Murphy v. Northland Elevator Co.* *Supreme Court of North Dakota*. 236 N. W. 352.

**Crib Measure.**—Where arbitrator determined number of bushels of corn due landlord for rent, payment in crib measure *held* sufficient (Code 1924, §§ 3232, 3236). The arbitrator arrived at his conclusions by multiplying the length, width, and height of the crib and dividing the cubical contents by 2.154. The landlord contended, however, that since contract failed to define "bushel," bushels due were under law bushels by statute weight, which under Code 1924, § 3236, is 70 pounds for field corn on the cob.—*Salinger v. Glidden Farmers Elevator Co.* Supreme Court of Iowa. 231 N. W. 367.

**Negligence in Towing Grain Barge.**—Barges in which cargo of grain was loaded went adrift when barges struck breakwater on steamer's attempting to pass through "Gap" at Sylvan Beach, Lake Oneida. At time in question, there was heavy sea washing against breakwater, causing dangerous backwash. It was also shown that steamer, on approaching Gap, was making at least three miles per hour and that speed of from two and a half to three miles per hour was excessive. Steamer towing barges on Lake Oneida, in view of weather forecast, held negligent in not ascertaining weather conditions and considering cross-currents.—*Norris Grain Co. v. Empire Canal Corporation*. U. S. District Court, New York. 42 Fed. (2d) 482.

**Thresher's Lien.**—In a thresher's lien filed as required by statute, the misstatement of the quantity of grain threshed does not invalidate the lien, where such misstatement is the result of honest mistake of fact, made in the belief of its correctness and without any fraudulent intent.—*Murie v. National Elevator Co.* *Supreme Court of North Dakota*. 236 N. W. 268.

### Extension of Time of Shipment

Sennott Grain Co., Boston, Mass., plaintiff,  
v. Wilber Feed Co., Jamestown, N. Y., def-  
endant before Feed Arbitration Com'ite of  
the Grain & Feed Dealers National Ass'n,  
composed of Ward A. Brown, A. F. Hopkins  
and D. G. Lowell.

The majority opinion by A. F. Hopkins and D. G. Lowell states that: The controversy in question arises from a transaction made between the plaintiff and the defendant on July 24, 1929, covering one, thirty-five ton car of Pillsbury's Standard spring bran for July shipment from Buffalo, directions to follow.

The broker's confirmation plainly specified one car of thirty-five tons, and no exceptions were taken to this confirmation by the defendant.

Any action taken by the defendant in going direct to the Pillsbury Flour Mills Company, splitting up the tonnage, and involving the addition of more tonnage without the consent of the plaintiff is decidedly a technical breach of the contract. Furthermore, subsequent directions were not filed by the Wilber Feed Co. during the month of July and it was not until August first that the plaintiff was definitely advised that instructions had been given to Pillsbury Flour Mills direct, whereas directions should have gone to the plaintiff not later than July 31st, even tho no addition of tonnage was added to the original contract.

Under no circumstances should the defendant have made any arrangements with Pillsbury Flour Mills Co. direct, and any controversy arising from their doing this has no bearing on the case except to further delay the actual time of shipment by dividing the tonnage and involving additional tonnage which the plaintiff did not have on contract with Pillsbury Flour Mills Co. or sold to the defendant.

Other facts submitted by the plaintiff and defendant regarding the controversy with Pillsbury Flour Mills Co. should not be considered, and in our opinion the verdict should be made in favor of the Sennott Grain Company, the plaintiff in this particular case. The amount of the award to be \$129.05.

In the dissenting opinion Chairman Ward A. Brown states, among other points, that: It was negligence on the part of the plaintiff company in adjusting the financial arrangement which permitted this contract to go to default; and according to my interpretation the expiration date was Aug. 8 with the defendant not receiving notice of the violation of the contract until Aug. 13. The defendant therefore was within his rights in refusing to accept shipment and I would find for the defendant in this controversy in the full amount of his claim for \$75.27 and assess the arbitration cost in the case against the plaintiff, the Sennott Grain Co., of Boston, Mass.

**Grain Claims Bureau, Inc.,  
Box 687, Station A, Champaign, Ill.**

Freight claim audits of your account sales returns three times per year will save you several dollars in a year's shipping. Audits on a percentage basis only, no other costs. A trial is solicited.

W. S. BRAUDT,  
AUDITOR AND TREASURER.

## Curing Corn in Ventilated Steel Tanks

Storage of grain on the farm has generally proved unsatisfactory because of the usual depreciation in quality. Sharply differing from the accepted forms of crib construction is a series of 42 storage units built last year on the Collins Farms in Iowa, primarily designed to reduce the moisture content of high moisture grain waiting to be marketed. It has proved successful in so difficult a problem as the immediate farm storage of oats, wheat, soybeans, flax, sweet clover, and kafir corn harvested with combines that many more units will be constructed. Experimental work has not been completed on corn, tho studies of the reaction of corn thus far have given every indication of success in improving its quality thru storage on the farm.

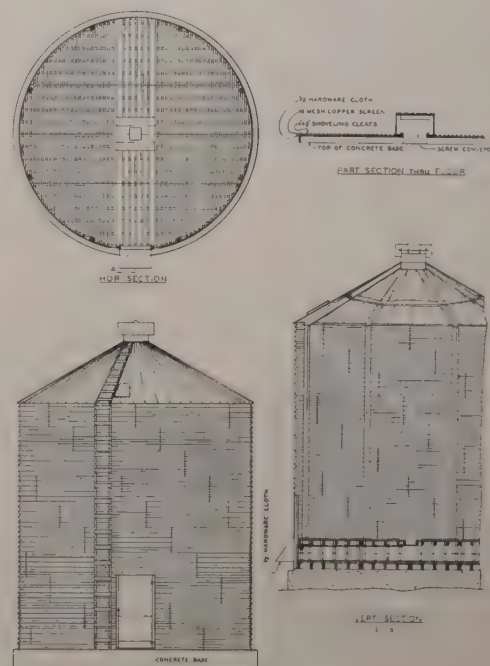
The volume capacity of each of the modern type grain bins on the Collins Farms is 4,300 bus. The structure illustrated here-with is a corrugated sheet steel tank, 20 ft. high and 18 ft. 10½ in. in diameter, set on a concrete base. On this concrete base is a framework of 2x6s set edgewise to support the flooring. A screw conveyor channel is constructed horizontally thru the floor of the bin by building up this framework. A door and ventilator is provided in the steel bin wall for entrance to this conveyor.

The floor is built up in sections so it can be taken up for cleaning. It is a lattice-work of slats with 2 ins. between slats. Sandwiched between the lattice work after the fashion of safety glass for automobiles are sheets of  $\frac{1}{2}$  in. hardware cloth and 16 mesh copper screen, which is strong enough and fine enough to hold even flax. The slats are 1x2 in. shoveling cleats.

The steel tank has no perforations in the walls, as has the customary corn crib. Walls and roof are closed, except for a ventilator at the peak of the cone-shaped roof.

A framework of joists braces the bin and supports the roof. An inlet door is provided in the roof for passage of grain into the bin from an outside hiker.

Various schemes for ventilation of grain had been tried at one time and another, even to the insertion of perforated chimneys for the passage of air; but with this bin the entire tank acts as a chimney.



### The Collins Grain Bin



Air is taken in thru a ventilator opening to the screw conveyor box, from which it spreads under the entire lattice-work floor. Then it passes upward thru the hardware cloth and copper screen, thru the corn to the ventilator at the top of the bin. If nature does not work fast enough, warm air can be blown into the bin to accomplish the work. Natural ventilation has proved adequate.

A graph prepared by the Collins Farms indicates the inverse action of the temperature in the bin compared with the temperature outside. In the morning when humidity is high outside, temperature in the bin is relatively high. As the outside temperature goes up and humidity goes down, the temperature in the bin goes down. This natural shifting of temperature causes passage of air thru the bin as much as 6 ft. per minute which changes the entire volume of air in the bin every five minutes.

Temperature readings indicate that when the outside temperature is 60° F. in the daytime, inside temperature will be 30 to 35° F. At night, when the humidity goes up and the temperature down, outside temperatures of 35° F. will show inside temperatures of around 55° F.

Humidity and temperature influence the rate of air movement thru the grain. Corn put in fresh from the combines and carrying 25 per cent of moisture has consistently shown a loss in the moisture content to 12 and 13 per cent, tho if the weather is wet the grain will re-absorb moisture to about 16 and 17 per cent. The moisture content of the grain stored in the bins follows the weather.

Artificial control of moisture content can be obtained thru use of a forced air machine which is also used on the Collins Farms. This is a portable rig, consisting of a motor, an oil burner and a blower, with piping which can be extended into the screw conveyor passage of the bin. With this hot air can be forced to circulate 20 ft. per minute or better thru the grain so its condition can be greatly improved.

The bin was designed by M. H. Collins, head of the Collins Farms Co., with headquarters at Cedar Rapids, Ia., operating 30,000 acres of Iowa land in unit groups of 1,600 acres. The principles involved were first used by him in storing kafir corn in Oklahoma, with such success that now it is employed even in the concrete grain silos,

extending 50 ft. into the air, on the Collins Farms. The cost of construction is less than 7 cents per bushel.

### Insurance Notes

**Boston, Mass.**—Jas. S. Kemper, pres. of the Lumbermen's Mutual Casualty Co., Chicago, has been elected pres. and general manager of the Twin Mutual Fire Ins. Co., which is a consolidation of the Boston Grain Dealers Mutual with two other companies, having \$64,000,000 of fire insurance in force.

### Collapse or Explosion?

Voluminous testimony was presented during three days of the trial of the suit by the Des Moines Elevator & Grain Co., Des Moines, Ia., against the Underwriters Grain Ass'n and 122 other insurance companies to recover \$79,090.65 damages for the wrecking of its plant by an explosion of dust in August, 1929.

The defense of the underwriters is that it was not an explosion, but a collapse due to weakness in the foundation of the grain elevator.

O. R. Sweeney, head of the department of chemical engineering, of Iowa State College, testified for plaintiff on dust explosions and spontaneous combustion.

Anson Marston, dean of the college of engineering at Ames, Ia., testified that in his opinion the partial collapse of the building was due to structural defects and not to an explosion. Also testifying for the defense were H. W. Hartup, engineer, Des Moines, and W. C. E. Becker, consulting engineer, St. Louis, Mo., who had made inspections of the elevator after the accident.

The jury brought in a verdict May 29 awarding \$20,000 damages, and defendants petitioned the court for a new trial. The award is unsatisfactory to both sides.

Taxes will continue to be increased until our law makers are brot to a quick halt by a demand from the taxpayers that the tax spenders devote more time and study to reducing appropriations and then increased taxes will be unnecessary. All spendthrifts are unreasonably extravagant as the U. S. taxpayers are painfully aware. In 1928 they paid two billion dollars more in taxes than in 1923. Who got the increase?

### A New and Efficient Fire Detector

By R. D. MACDANIEL

of Grain Dealers National Mutual Fire Ins. Co. Three elevators and one feed mill in Indiana are equipped with a recently developed automatic fire alarm system. Automatic alarm systems are by no means new, but a system that is practical for use in a country elevator or mill, that can be installed by inexperienced men, and that has a reasonable cost of installation and maintenance is something new.

This system, known as the Constant Watchman Alarm, has been placed in many dwellings and other classes of property by its originators, the Constant Watchman Alarm Co. It may be installed so as to serve also as a burglar alarm. With the assistance of engineers of the Mill and Elevator Mutual Insurance Companies, the system has been adapted to grain handling properties.

Essentially this system consists of a closed circuit of low melting point wire, which extends throughout the plant. A very small electric current flows through this wire at all times and energizes a magnetic switch in the alarm bell circuit. If the wire fuses or is broken in any way, the magnetic switch closes and the alarm bell rings. The alarm bell may be mounted anywhere, usually on the outside of the office. Both circuits are energized by small dry cells similar to those used in radio sets which, together with the magnetic switch, are mounted in a small metal cabinet. The equipment is inconspicuous and can be installed by any elevator man.

Not only is the wire itself of low melting point, but at intervals of about 24 inches, fusible connections have been inserted. The entire plant must be covered: the under side of roofs, floors and ceilings; all bearings; the inside of all elevator heads, wherever fire might start or wherever heat would bank up in case of fire. Standard specifications have been prepared by the Mutual Insurance Companies for the installation of this equipment, and a credit is given in the fire rate where installations are made in accordance with such specifications.

Present Indiana installations include the Herbert B. Fry feed mill at Argos, elevators of A. B. Martin Grain Co., at LaFontaine and Sweetser's, and Glen B. Stauffer at Napanee. Incidentally, the evening of the day Mr. Stauffer's installation was made and as he was preparing to close the office, the alarm bell rang. Investigation disclosed a hot bearing on a motor in the cupola that apparently had been missed by the elevator man. This system is simple, practical and inexpensive. We recommend it to the man who wants to catch the fire before the fire catches him.

Official Definitions of six descriptions of "flour" have been published by the Millers National Federation in a pamphlet just issued.



Metal Bins on Collins Farms near Cedar Rapids, Ia.  
[See facing page]

## FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

**Carbondale Fire Protection Co.**  
Carbondale, Penn.  
Shipping Points—  
Peoria, Ill., and Carbondale, Pa.



# Feedstuffs

## Uncle Sam in Feed Business

The Lower Columbia Dairymen's Ass'n, recipients of a \$202,000 Farm Board loan, are now offering Pacific Co-operative Poultry Producers feeds presumably at cost.

## Midwest Feed Manufacturers' Ass'n Elects

L. J. Walsh, Kansas City, Mo., was elected president of the Midwest Feed Manufacturers Ass'n at their recent meeting held in Mr. Walsh's home city. A. B. Schreiber of St. Joseph, Mo., was chosen vice-president; L. B. Stewart, sec'y, and Geo. W. Selders is treasurer. The latter two also reside in Kansas City.

New directors include: Gus Schmierer, Kansas City; J. L. Ford, Shawnee Okla.; S. W. Lipscomb, Springfield, Mo.; G. E. Ady, Denver, Colo.; W. H. Hinkle, Atchison, Kan.; C. M. Hidding, Chicago; and H. A. Osborn.

The new executive com'ite is made up of Samuel H. Ray, Ross Elridge, Van Roy Miller, all of Kansas City, Mo., and C. H. Blanke, Atchison, Kan.

## Washington Feed Dealers Ass'n Joins "National"

At the recent meeting of the Board of Governors of the Feed Dealers Ass'n of Washington, Manager Floyd Oles was directed to take the necessary steps to become affiliated with the Grain & Feed Dealers National Ass'n and to bill each member 50c semi-annually therefor. John Gould is chairman of the com'ite having passed down a favorable decision on affiliation.

In the interests of increased uniformity and efficiency, Chairman R. J. Stretch reported having concluded satisfactory arrangements to secure laboratory service for members at a reduced rate.

Pending and prospective legislation was discussed by Chairman M. C. Taylor. A report was also given by Frank Burlingham, Chairman of the Trade Practice Com'ite. New applications for membership were approved and included the Globe Feed Mills, Everett; Farmers Warehouse Co., Auburn; and A. P. Peterson & Co., Granger.

The Skagit and Whatcom county dealers will meet jointly on June 26.

## Exports of Feeds

Exports of feeds of domestic origin during April, 1931, compared with April, 1930, and for the four months ending with April, are reported in short tons by the Bureau of Foreign and Domestic Commerce as follows:

	April		Four Months Ended April	
	1930	1931	1930	1931
Hay .....	1,105	1,588	2,815	3,934
Cottonseed Cake .....	5,640	21,336	23,499	
Linseed Cake .....	22,693	14,782	87,562	47,217
Other Oil Cake .....	738	3,820	4,140	15,972
Cottonseed Meal .....	315	948	13,210	2,600
Linseed Meal .....	1,229	627	4,567	1,779
Other Oil Meal .....	8	142	846	772
Oyster Shells .....	5,094	7,296	19,012	25,608
Fishmeal .....		459		1,347
Alfalfa Meal .....		136		396
Mixed Dairy Feed .....	172	160	821	421
Mixed Poultry Feed .....	512	618	2,214	2,121
Other Prepared and Mixed Feed .....	739	801	3,253	1,974
All Other Feeds .....	1,460	1,935	6,738	10,466

## Eastern Federation Plans Change in Organization's Structure

Changes proposed in the structure of the Eastern Federation of Feed Merchants' Ass'n, who meet at Lake George, N. Y., June 29-30, are announced by Leroy Thorp of Carbondale, Pa., chairman of the special com'ite appointed to consider this problem.

He proposes a board of governors made up of district chairmen who will work with the Directors. One representative from each county in New Jersey, New York and Pennsylvania, with a few exceptions, will be charged with organizing district clubs to meet regularly and direct local activities.

## Washington Feedmen Fight Dealer-Responsibility Decision

In the case described on Page 577 of the May 13th number of this Journal, wherein a lower court in Washington held a feed and hay dealer responsible for the death of four cows because of supposedly "deleterious and harmful materials" in hay, the Washington Feed Dealers Ass'n have taken up the matter with a view to obtaining a reversal.

The court holds the dealer responsible for the quality of unbranded goods for feeding, even beyond the quality and description specified in the order. The ass'n claims the buyer is just as able to judge as to the quality as is the seller. A legally correct and valid waiver of such responsibility in selling unbranded goods will be put into effect if the decision stands.

## Illinois Community Feed & Grinders' Ass'n Will Meet At Peoria

The newly organized Illinois Community Feed & Grinders' Ass'n will hold a meeting at the Jefferson Hotel, Peoria, on June 25, starting at ten A. M. Every feed dealer and feed miller is urged to be present, whether a member of the organization or not. C. R. Woodruff, Sec'y-treasurer, Polo, writes: "This will be their opportunity to get acquainted with the men in the organization and help push towards a goal of success. The manufacturers are also invited. Everyone will be given an opportunity to voice what he believes is wrong with the industry and what steps are necessary to correct existing evils."

The organization is devoted to routing the itinerant grinder. Dan S. Zehr, Mackinaw, is president of this group, which held its first meeting at Peoria last April.

## Feedstuffs Movement in May

Receipts and shipments of feedstuffs at the various markets during May, compared with May, 1930, in tons, were:

	Receipts		Shipments	
	1931	1930	1931	1930
†Boston .....		1,177		
†Chicago .....	12,781	12,446	42,300	54,184
Cincinnati .....	390	240		
††Kansas City .....	2,560	4,440	17,840	19,520
Milwaukee .....	270		8,060	8,420
†Minneapolis .....	1,540	3,104	37,605	51,499
†New York .....	266	40		
†Peoria .....	15,980	30,180	16,909	38,837
†San Francisco .....		357		
†Millfeed. ††Bran and Shorts. *Bran.				

## Seller Liable for Poisoned Hay

Olaf Larson bought 31 bales of hay from the Farmers Warehouse Co., of King County, Washington, and seven or eight days after he commenced to feed the hay two of his cows became sick, and the veterinary who was called in diagnosed the ailment as lead poisoning. The two cows died, as later did a third cow.

Larson brought suit against the Warehouse Co. for damages, and was given judgment, affirmed Apr. 2, 1931, by the Supreme Court of Washington.

**The Court said:** Under the Uniform Sales Act, and the weight of authority, giving particular consideration to cases decided under that act, appellant is liable as for an implied warranty that the hay sold to respondent was, not only of the kind and quality ordered, but was, as a lot, generally free from deleterious substances, poisonous to stock.

This case presents a difficult question of fact, as well as of law, and counsel for appellant earnestly contends that respondent failed to prove that the loss of his cows was due to the presence of arsenate of lead in the hay. It appears that the veterinary, at the time of his first call, examined the field in which respondent's cows had run, and found therein an old bucket containing fragments of lead paint, some of the fragments being scattered over the ground in the vicinity of the bucket. An examination of the contents of the stomachs of the two cows which first died disclosed that the cows had eaten particles of this lead paint, which were present in their stomachs, altho in an insoluble, and therefore harmless, state. The veterinary had administered medicine to the cows for the purpose of rendering any lead which they had taken into their systems insoluble, and the condition of the lead found might have been due to the action of this medicine.

Respondent had a chemical test made of the hay, and his witnesses testified that an analysis thereof disclosed the presence of arsenate of lead. At the time of his first visit, the veterinary removed from the field the old bucket containing the paint. The third of respondent's cows to die took sick some time after this, which seems to indicate that the loose paint in the field was not responsible for the death of that cow, at least. Respondent's testimony was to the effect that his cows had died as the result of eating arsenate of lead.

On the other hand, appellant's witnesses testified that a chemical analysis of the hay, made by a chemist retained by appellant, failed to show the presence therein of any harmful substance, and appellant traced the hay from where it was said to have been grown to its warehouse, its witnesses giving the hay a remarkably clean bill of health at all stages of its growth, cutting, baling, and travels.

We have read the testimony as contained in the statement of facts, not contenting ourselves with an examination of the abstract alone, and are of the opinion that, notwithstanding certain phases of respondent's case which are not altogether satisfactory, the testimony preponderates in favor of the findings of fact as entered by the trial court, which had the advantage of seeing and hearing the witnesses for the respective parties.

Judgment affirmed.—297 Pac. Rep. 753.

A modern grain elevator of 3,300 tons capacity is being built at Casablanca, Spanish Morocco.

## Hay Movement in May

Receipts and shipments of hay at the various markets during May, compared with May, 1930, in tons, were:

	Receipts		Shipments	
	1931	1930	1931	1930
Chicago .....	5,049	6,006	566	1,927
Cincinnati .....	2,387	5,566		
Denver .....	836	759		
Ft. Worth .....	11	121		
Kansas City .....	4,632	8,472	2,112	5,256
Milwaukee .....	156	60		12
Minneapolis .....	926	574	12	119
New York .....	294			
Peoria .....	220	30	130	80
Seattle .....	275	363		



### Rice Men Urged To Enter Feed Trade

Rice millers holding their thirty-second annual convention in New Orleans, La., May 28-30, were urged by Edward C. Stone, of Liberty, Tex., and others, to go after the business of feed mixers and manufacturers to increase the use of rice by-products in hog feed. Extensive advertising campaigns in the immediate future was outlined as the quickest mode of educating dealers and distributors.

"I have found that hogs fed on a mixture of rice bran, polish and whole rice are just as hard and firm as corn fed hogs. Twenty-eight pounds of brewers' rice is equal to approximately 151 pounds of skimmed milk," Mr. Stone said, in outlining experiments conducted.

Fully 20 per cent of the rice millers' products are wasted, which waste could be profitably turned into feed ingredients, it was testified.

W. M. Loving, Bay City (Tex.) Rice Mills, was elected president; the new Louisiana vice-president is F. J. Jumonville, Baton Rouge Rice Mfg. Co.; the Texas vice-president is Adolph Pfeffer, Pfeffer Rice Mfg. Co., Houston; and Sec'y-treasurer, R. L. Weber, New Orleans, La. Beaumont, Tex., was selected for the next convention.

### Old Firm to New Quarters

That the poultry industry is on a firm footing and its place established as one of the major industries of this nation is pretty well proven by the expansion program forced upon the Concentrate Products Co. In order to obtain adequate facilities with which to conduct its growing business, the company is moving into larger quarters for the second time in five years.

The company manufactures the well-known "Minrol-Protin, a complete mineral concentrate," which supplies essential minerals to both laying hens and baby chicks, as well as a line of materials which every poultry raiser can profitably employ to increase successful operations. These products include sprays, worm exterminators, disinfectants, dips, and other leaders in this line. The company has just engaged in the manufacture of red-squill rat poison, which should prove a profitable sideline for grain dealers.



The Concentrate Products Company's New Home at Chicago

### Cod Liver Oil in Summer

The practical use of cod liver oil is by no means restricted to fall and winter alone. In spite of the fact that the birds are now running outside, there is an advantage in including cod liver oil in feeds through the summer.

The rays of the summer sun are strong and much heat is carried by them. They are so strong that during the middle of the day one will find very few chickens about on range or in the yards—they are sitting in the shade. Little good is thus obtained from the ultra-violet rays of the sun, and a regular feeding of cod liver oil will be found of value.

Many feeders have recognized this fact and add cod liver oil for growing stock the year 'round for their breeders; some cut it down to 1½ per cent of the amount of mash fed during summer instead of the usual 2 per cent during the rest of the year.

### Surpluses and Shortages in Terms of Feed Demand

Indications at present are that poultry raising is going to be much more profitable next fall and winter, than during the current year. Reports show that flocks of poultry have been drastically reduced; rearing of chicks is greatly curtailed; egg consumption has jumped up enormously; grain prices are working into a more favorable position for the feeder, and hatching sales have fallen off perceptibly in some sections of the country and altho there will probably be an unusual number of hatched chicks there will probably be fewer pullets this fall than for many a year.—Scratch.

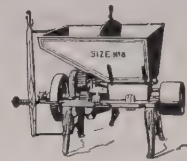
### Barley Pushed As Feed

Steps taken to encourage the use of Canadian barley in livestock feeding include a recent resolution adopted by Saskatchewan Board of Trade asking the government to insure the use of home grown barley rather than foreign corn. One of the disadvantages has been that the barley usually stored at the head of the lakes contains many weed seeds. Barley replaces corn very well and has the additional advantage of having a higher protein content than corn.

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

### "COMBINATION" MILLS



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The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

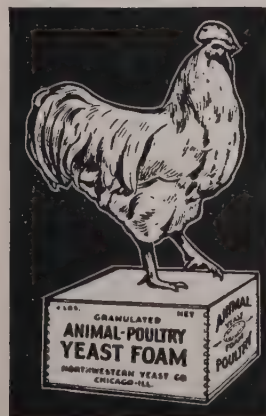
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# Increase Your Mash Feeds Business with ANIMAL-POULTRY YEAST FOAM



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Department X, 1750 North Ashland Avenue, CHICAGO, ILLINOIS



# Central Feed Ass'n at Milwaukee

Over 250 feed dealers registered before the opening session of the sixth annual convention of the progressive Central Retail Feed Ass'n, held June 1-2, in the Green Room of the Schroeder Hotel, Milwaukee, Wis. The membership was most attentive, and optimistic. The program was exceptionally helpful. Close to 400 registered before the end of the second day, with dozens neglecting this formality. This large attendance was stimulated by the splendid weather for driving.

In addition to the "headliner" speeches, the opportunity of talking "shop" between sessions proved a profitable medium of gleaning new ideas, of correcting credit and collection evils, of combating such encroachments as the portables, farm bureaus, etc., of united legislative effort, of discussing uniform accounting systems, of condemning the Farm Board, talking over feed formula problems, customers' problems and practices in relation to the feedman, of business trends and future prospects. Good fellowship was the order of the day.

Three especially-prepared and well-rehearsed playlets, each with a lesson brought home the points involved very forcefully. The busy-feed dealers school was another attraction.

WALTER G. HAERTEL, Minneapolis, vice-president, called the first, well-attended, business session to order Monday morning at ten, introducing:

A. L. FLANAGAN, president of the Milwaukee Grain & Stock Exchange, who warmly welcomed the assembly to the city and complimented the splendid program.

He dwelt on the annulling of many laws, particularly the Agricultural Marketing Act, as a method of improving business. He outlined the injurious effects of that Act and hoped that the government would announce that it would sell none of its wheat holdings below a high price that would remove it as a burden on the market.

He censured the Farm Board, the U. S. D. A., and various Agricultural Colleges for their ill-advice in continually instructing farmers to "hold their wheat for higher prices."

A resolution was recommended condemning the Farm Board. In conclusion, Mr. Flanagan invited the convention to visit the Milwaukee Grain & Stock Exchange.

WALTER F. UEBELE, Burlington, Wis., president, introduced by Vice President Haertel, in delivering the annual address of the office he holds, warned of pending legislation and urged closer co-operation to combat adverse measures. He pled for more enthusiasm in individually lining up new members and holding old ones.

## Secretary Steenbergh's Report

SECY DAVID K. STEENBERGH, Milwaukee, read the following report:

The Central Retail Feed Ass'n will be five years old on the twenty-second of this month. You will remember that our organization was founded by a committee of 30, which we called together in response to a widespread demand throughout our territory, and our banquet tonight will be in the nature of a birthday party.

There were really 31 men, not including your secretary, members of the original committee. Of this number, four are dead, including R. E. York, Frank Melcher, Frank B. Hoag and F. Kern. Mr. Kern was a past president, director and one of the most active members our ass'n has ever had and his place, as well as the places of our other founders who have passed on, will be mighty hard to fill.

Five members of the Committee of 30 are no longer in the feed business, including W. E. Brobst, W. C. Young, H. Zeitler, C. R.

Richardson and Joe Free. The other members, still in the feed business, are Bentley Dadmun, M. E. Shurtleff, L. J. Hartzheim, B. L. Jones, D. W. McKercher, E. R. Klinner, G. W. Spear, Edward Devorak, M. A. Joshel, W. T. Hahn, Frank S. Orton, Charles Pollow, A. A. Huber, H. E. Jaeger, A. L. Peters, Guy O. Dering, K. B. Laubenstein, O. W. Timm, W. L. Huson, T. R. Evenson, G. W. Healy and George A. Schlegel.

The membership of our ass'n as of May 31, 1931, totals 203 firms with all but four paid in full to date. This compares very favorably with the 175 paid members which we had on May 31, 1930, but we again had a larger turnover in membership than we should and our ass'n must devise some way to keep its members in the ranks from year to year if we are ever to become as strong and powerful as the problems of our industry demand.

For the first time in our history, even with our record membership, we spent more money than we took in and the ass'n ended the year with a deficit. The cost of our legislative work, which was unexpectedly large, and the large expenses of our district clubs, particularly the Minnesota Feed Dealers Ass'n, are responsible. By budgeting our expenditures so that they will be in proportion to our income, especially with reference to our district clubs, we should be able to clean up our deficit during the ensuing year.

Those who ask for proof that the work of the ass'n has been worthwhile during the past year may not be satisfied with this report as we believe it is practically impossible to figure the value of ass'n work in dollars and cents except in individual cases. Ass'ns are organized to work for the general good of an industry and our ass'n has done much good work for the feed industry this past year. Our members, if any wish to know what they are getting, must remember that every individual in an industry benefits when the group is served and that the benefits they have received, while hard to evaluate, are none the less tangible.

The Executive Committee held eight meetings this year, six at Milwaukee, one at Madison and one in Chicago. In this way all the officers and directors kept in close touch with all the activities. Some members of the executive committee, in addition to attending their own meetings, were present at all district meetings.

Fifteen district meetings were held during the past year and five permanent district clubs were organized. The New Richmond District Dealers Club, under the leadership of Pres. Joe Huenink and Sec'y John Vrieze, is perhaps the most active. A younger club but close rival of New Richmond in activity is the Eau Claire District Dealers Club, headed by Pres. S. E. St. John and Sec'y R. J. Kain.

The Burlington District Dealers Club sponsored a cooperative cash basis movement in its locality and its officers are Pres. James H. Vint and Sec'y A. H. Lois. The Plymouth District Dealers Club, which was organized March 25, is administered by Pres. O. W. Timm and Sec'y Roland Tesch. Our fifth district club which operates around Minneapolis and St. Paul is known as the Minnesota Feed Dealers Ass'n. Its officers are Pres. W. A. Maney, Vice-Pres. E. J. Houle and Sec'y H. L. Brings.

**Legislation:** The most successful work of the ass'n this past year, many believe, was done in connection with bills of importance to the feed industry introduced in the Wisconsin legislature. Early in the legislative session, the ass'n opposed passage of Bill 32-S which would have provided for exclusive sale of open formula feeds. Passage of this bill would have cost Wisconsin farmers and feed dealers and the feed industry in general thousands of dollars and we do not believe the bill would have been defeated except for the efforts of our ass'n.

The ass'n is now urging passage of Bill 781-A providing for the licensing of portable feed grinders. The bill was introduced at the request of a few dealers in the vicinity of Lancaster but Assemblyman Harper, who is sponsoring the bill, said that it would have had positively no chance of passage if the Central Retail Feed Ass'n had not got behind the bill and enlisted state wide support in its behalf. The manufacturers and operators of portable mills are opposing passage of this bill, of course, but if they are not able to delay action too long, we believe the bill has good chance. The only danger is that the legislature may adjourn before acting on the bill.

We will not say much about other activities or accomplishments of the ass'n except to mention that during the past year the

Central Retail Feed Ass'n strengthened its organization, improved its business systems, advised many dealers about particular problems, considered and settled some complaints, encouraged better trade practices including selling on a cash basis and the elimination of speculation, brought much merchandising and feeding information to its members thru its convention and district meetings, conducted a publicity campaign in community newspapers of the territory, affiliated with the Seed Council of Wisconsin and developed a better spirit of friendship and loyalty among its members.

All annual conventions have been held in Milwaukee altho there were many dealers who were in favor of having this year's convention at Minneapolis. Milwaukee does seem to be an ideal place for our meetings but we do have many members in the northern part of the state and some in eastern Minnesota. In consideration of these members, we believe it would be a mighty good idea to have a one-day fall convention this year at Eau Claire, Wisconsin Rapids or Wausau.

C. N. BARRETT, Minneapolis, Minn., president of the Northwest Mixed Feed Mfrs. Ass'n, delivered a fine talk on "Pitfalls To Avoid During the Next Twelve Months," which will be published later. Mr. Barrett is connected with Northrup, King & Co.

A SURPRISE PLAY, made up of a well-trained cast from the Krause Milling Co. of Milwaukee, under the able direction of Forest Secor, furnished many a good laugh, in bringing home business evils prevailing within the industry.

The absurdity of being afraid of insulting customers by regularly sending monthly statements was particularly emphasized, it being shown how the credit customer usually runs up a big bill and then goes elsewhere to do business—usually for cash. On overburdening book accounts, the thought was developed that no one can afford to be too careful about granting credit in the first place, and secondly, that it is highly important to get collections in promptly when due. One can't get the money due unless some effort is expended, and it surely is unprofitable to be a Santa Claus.

Automobiles, radios, refrigerators, etc., are being sold right along and the money collected. So collect yourself! And don't turn your accounts over to a collection agency; they're too costly and lose too much goodwill by their tactics.

Being gloomy creates the wrong psychology upon customers. It hurts sales. It hurts collections. Being apologetic about asking for money due is just as bad. Let them know you expect your dollars. You pay cash for what you buy, so why be a banker and not be paid for it. If you can't get on a strictly cash basis, do not let customers run over 30 days at the very outside! Charge interest and get notes bearing interest where necessary to clean up old accounts. Stand up for your own rights.

## COM'ITE APPOINTMENTS

**NOMINATIONS:** D. R. Mihills, Fond du Lac; Paul Gebert, Merrill; A. H. Lois, Bassett; H. A. Cuff, Portage; and Walter G. Haertel, Minneapolis (Minn.).

**RESOLUTIONS:** Edson Davis, Amery; J. M. Brown, New Richmond; S. E. St. Johns, Eau Claire; D. W. McKercher, Wisconsin Rapids and J. H. Vint, Union Grove.

**AUDITING:** Fred Parker, Fennimore; Joe Huenink, Baldwin; and Joe Straub, Lomira.

## Sydney Anderson Is Guest of Honor At Monday Luncheon

SYDNEY ANDERSON, Vice-President General Mills, past president of the Millers' National Federation, was the guest of honor, who spoke from his vast store of knowledge on the subject of "Merchandising." This followed the luncheon in the Silver Room of the hotel. His splendid address is published elsewhere.



**Monday Afternoon Session**

The Monday afternoon session was "closed" except to retail feed men, members and non-members alike. The occasion offered a splendid opportunity to discuss pertinent problems confronting most of them and to discuss ways and means of correcting whatever evils might exist.

**Monday Evening Banquet**

The Monday evening banquet was a gala affair, with merriment and good fellowship ruling the "frolic." The six-course guinea-hen feast was followed by a rapid procession of entertainment sponsored by the generous Milwaukee Grain & Stock Exchange. John W. Jouno, of that august body, was the able toastmaster of the long-to-be-remembered affair. Mr. Jouno was likewise chairman of the entertainment com'te for the Grain Exchange.

Those members of the original 30 that organized the association were honored and presented with paper stove-pipe hats and canes amid much applause.

Another feature of the evening's pleasant program were the two especially written humorous sketches presented to bring home the lesson of the importance of using care in mixing feed, and the second developed the thought of the folly of trying to merchandise "junk" and "cut-price" feeds. Vocal selections, several troupes of dancers, a baritone, and several professional acts, all of which were fine, finished the entertainment program. Dancing, which also interspersed the various courses of the banquet, continued from ten o'clock onward.

**Tuesday Morning Session**

PRESIDENT UEBELE called the third session to order, calling for reports from the auditing, resolutions and nominating com'ites. The auditing com'te reported the books to be correct and well kept.

The resolutions com'te thanked the speakers and the various bodies who made their visit profitable.

The nominations com'te suggested the following ticket, which was unanimously elected:

S. E. ST. JOHN, Eau Claire, president; vice president, James H. Vint, Union Grove; treasurer, Jos. Straub, Lomira; directors, R. P. Guptill, Genoa City (3 yrs.); and Joe Huenink, Baldwin (1 yr.).

E. D. HOLDEN, secy-treasurer of the Seed Council of Wisconsin, with which the Central Feed Retail Ass'n is affiliated, outlined the purposes of that body, namely crop improvement, and emphasized that seedsmen can just about dictate the seed policy of their territory. See "Field Seeds" dept. this number.

W. B. GRIEM, chief of the Feed and Fertilizer Inspection Division of the Wisconsin Department of Agriculture and Markets, gave an interesting discourse on state feed inspection work, pointing out that local mixing is continually increasing, and the number of those engaged in rendering this service is likewise growing. His address is published elsewhere in this number.

**Feeding School Helpful**

J. G. Halpin, professor of poultry husbandry at the University of Wisconsin, next conducted an examination covering various phases of the poultry feed business, which proved both helpful and entertaining.

"One man's guess is as good as another as to the future of the poultry business," he said. Some of the most depressing problems will present themselves shortly when flock feeders switch from good feed to poor feed for the summer and egg production stays up

for a time, apparently to the discredit of your feed. Eventually hens will fall down although sometimes too slowly to be noticeable. Switching feed in the summer time is an old practice, fast passing into the discard. Of course it is not economical. If such feeding practices are continued there will be a sharp slump in egg production this summer with hens going to blazes. Feeders will then be after feedmen for a mash that will immediately show a response, and since such is impossible these feeders will say your egg mash is no good.

**Tuesday Noon Luncheon**

Following adjournment, the convention jumped into taxi-cabs and private cars and rolled down to the plant of the Blatz Brewing Co., where near-beer and every kind of a sandwich one might wish for was awaiting to be packed away. In addition to this pleasant hospitality, an accordion player was furnished to lead the crowd in laughing, singing, etc. For three hours and more the crowd milled around, talked, discussed, inspected the plant, ate and drank. Such hospitality was accorded much grateful appreciation. A handy desk thermometer was given to all delegates.

**Convention Notes**

INFORMAL RECEPTIONS were the order of the "spare hours" in the headquarters maintained by Arcady Farms Milling Co., Gulf Crushing Co., Morton Salt Co., Froedtert Grain & Malting Co., La Budde Feed & Grain Co., King Midas Milling Co., and others.

The Grain Exchange furnished a battery of entertainment for the ladies, while their husbands attended business sessions.

**Czechoslovak Wheat Duties Off Aug. 31**

The most important item among Czechoslovak imports of foodstuffs is wheat and wheat flour. The domestic wheat crop covers only about three-fourths of the country's requirements and they resent exporting nations trying to boost prices.

The restrictions recently placed upon the importation of wheat and wheat flour, as well as rye and rye flour, were as follows: First, the importation of bleached flour was prohibited entirely; then import duty increases were decided upon; finally, a law was passed requiring that all imported wheat, rye and flour be mixed with a large percentage of the same domestic product before it could be sold. In case of wheat and wheat flour, the mixture must contain 75 per cent of the home-grown product.

The practical effect has been to exclude flour imports almost completely, inasmuch as wheat can be mixed and ground locally in one operation. This mixing requirement is scheduled to be removed Aug. 31st.

Storage capacity of Kansas elevators increased materially between 1928 and 1930 according to the Trans-Missouri-Kansas Shippers Board. On May 1, 1930 Kansas had 1,912 elevators, with 60,066,300 bus. capacity, against 1,866 with 32,817,300 bus. in 1928. The number of mills remained stationary at 151, but their storage capacity increased from 27,860,000 to 31,990,000 bus.

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for Poultry and Livestock  
A Profitable Feed Ingredient  
GOLDEN SEAL YEAST CO.  
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**SALT**

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FOR EVERY PURPOSE  
PROMPT SERVICE  
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MORTON SALT COMPANY  
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**FAIRMONT'S**

*Pure Flake  
Buttermilk*

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA

**WE DESIGN AND EQUIP FEED MILLS**

We supply complete, continuous equipment for the manufacture of from 5 to 50 cars assorted feed a day. We supply tested feed formulas for all kinds of animal and poultry feed. We supply individual scratch, mash, dairy and molasses feed units, manufacturing from 6 to 12 bags per minute. Write for complete details.

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CHICAGO, ILL.



## Wisconsin Feed Inspection

By W. B. Griem, Chief of Feed and Fertilizer Inspection Division of Wisconsin Department of Agriculture & Markets before Central Retail Feed Ass'n

**Custom mixing.**—The manufacturing of feeds requires licensing, proper labeling, etc., in compliance with the feeding stuffs law. Custom mixing is a different proposition. A farmer comes to you with a formula which he wishes mixed for him. He buys your unmixed ingredients, all of which must be registered except corn, oats and such cereals as are not subject to the provisions of the feeding stuffs law, and asks you to mix these for him. The mixture is delivered only to that farmer, no registration of that particular brand is necessary, nor need such lots of feed be labeled. Suppose the customer wants only a small amount of the mixture. You feel that you do not want to run your mixer for that amount, and put in more grain with the hope of selling it to some other customer. Then the situation is changed, and the balance of the feed which you have left must be duly registered with our Department, the registry fee paid, and the lot properly labeled. It is for the privilege of having in stock various amounts of ready mixed feeds that many dealers register with us a complete line of feeds and thus qualify as manufacturers.

Our feeding stuffs law requires that all feeds be registered before January 1st. We are sorry to say that most of them are not registered when they are due. We dislike very much to prosecute for such minor violations of the feeding stuffs law, but it may be necessary if applications for licenses are not sent in more promptly.

We receive from you and from others who intend to start mixing, many samples of feed with the request that we analyze them so that the guaranteed analysis required for use on the label may be determined. It is really impossible for us to analyze all such submitted samples of feed. The cost of doing such work is prohibitive, and our staff is inadequate to take care of it. We find that in many cases where we have analyzed such submitted samples of feed, and recommended guaranteed analyses, that the samples submitted were not representative of the lots which were actually mixed. Later the dealers experience trouble in that their feeds fail to comply with the guaranteed analyses. Because of this difficulty in properly sampling a particular lot of feed it is far more satisfactory to calculate a conservative guaranty from the formula itself. If you experience trouble in thus obtaining the necessary guaranties we are always very willing to help you determine the necessary label information.

We are frequently asked for information and recommendations on formulas, but such requests are turned over to the College of Agriculture—either to Professor Halpin or to Professor Humphrey, as they are the ones who make such recommendations.

**Local mixing** is still increasing at a very rapid rate. We do find a few dealers who have mixed for some time, and then go back to only custom mixing, but they are in the minority.

Our Mr. Garey, who was our only inspector for several years, is now covering only the southern half of the state; and our new man, Mr. Lurvey, is covering the northern half of the state. At the same time an increase was made in the laboratory staff to enable us to analyze more samples. A trained microscopist was added to the staff to help us in detecting adulterations which might possibly exist.

The budget bill passed during the present session of the legislature cancels the revolving fund. Instead a direct appropriation is made to our Division. The appropriation made, however, is just as large as the total fees received last year, so you can still consider that all fees paid to us are still devoted toward feed inspection problems.

**Iodized salt** is now under the feeding stuffs law. We had found samples of salt on the market which were labeled iodized salt, costing several dollars a ton more than ordinary salt. These samples, when analyzed, were found to contain no iodine.

As iodized salt is comparable to mineral feeds, and they were already subject to the feeding stuffs law, a ruling was made to

include these salts under the feeding stuffs law. Minimum iodine content in a product which could be called iodized salt was set at .015% of iodine, which is equivalent to one pound of potassium iodide in a ton of salt. In other words, we require 2/5 of a pound of potassium iodide in a ton of salt, and this is approximately less than \$2 worth of potassium iodide per ton.

**Dried skimmilk** contains only about 1/2 of 1% fat, whereas dried buttermilk contains about six per cent of fat. Dried skimmilk is usually worth about 1/2c less per pound than dried buttermilk. All feeding stuffs should be sold under their true name. At the present time a great deal of the dried buttermilk is adulterated with dried skimmed milk.

**Fraudulent Live Stock Remedies.**—You dealers can do a great service to Wisconsin dairymen by discouraging the use of the various remedies which purport to cure contagious abortion. I realize that this is not strictly a feeding subject, but we have done considerable work in our laboratory in analyzing various stock remedies, and there is no question but that thousands and thousands of dollars have been taken from Wisconsin dairymen for preparations which are purported to cure contagious abortion. Just recently we analyzed the contents of a can which would cost, at any drugstore, not more than 5c, yet the preparation was retailing at \$3 a can. Such a preparation would be cheap at any price if it would cure contagious abortion, because it is estimated that Wisconsin alone suffers a yearly loss of from 8 to 10 million dollars from this disease. All of such preparations are fraudulent, because after years of research work the veterinary science has, as yet, been unable to discover any cure. It would certainly be to the dairyman's advantage if he would buy feed with this money instead of such remedies. We know of some cases where farmers spent more than \$100 in cash for such preparations, while legitimate feed dealers undoubtedly carry heavy feed accounts for them.

Testing of vitamin D potency of cod liver oils was inaugurated several years ago at our laboratory. It has been of great practical value to poultrymen. Every oil so far tested satisfactorily prevented rickets when used in accordance with current recommendations of poultry specialists.

## Clamor against Speculation in Argentina

The man-in-the-street is not technical-minded, the greater number of writers striving to find ways out of the morass cannot have had training in all branches of business and trade. As a result wild assertions pass as gospel and flagrantly unjust attacks and innuendos become far too common. We are going thru such a period in the grain trade nowadays. Prices have fallen to profitless levels. Fundamentally, as we have pointed out times without number, this is due to the law of supply and demand.

But a simple analysis such as this does not satisfy the minds of many scribes. They are anxious to find many heads to shy stones at. Some of the writers in the local press now clamor that the producers of the country are being mulcted thru the existence of speculators in the Buenos Aires Grain Futures Market. They assert that this and all similar markets should be closed by government decree.

To propose the complete suppression of our markets would be to leave the producers of Argentina completely and absolutely in the hands and maw of two or three large exporting firms, which would then be able to pay what prices they liked and to kill competition by the power of the dollar. Taking it by and large, the suggestion is very much of the category of jumping from frying-pan into the fire.—The Times of Argentina.

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# Poultry Feeds and Feeding

## Baby Chick Convention to Louisville, Ky.

The International Baby Chick Ass'n convention, well attended by feedmakers and ingredients representatives, plan to hold an exceptionally attractive program at Louisville, Ky., Aug. 3-7. The merchandising of feeds will be one of the main topics discussed.

## Pennsylvania Legislature Appropriates For Egg-Laying Contest

The Pennsylvania General Assembly has appropriated \$85,000 for the coming biennium for the construction of necessary buildings in which to carry on an official state egg-laying contest, according to John A. McSparran, sec'y of agriculture. The buildings will be erected at the state farm show grounds, Harrisburg.

## Poultry Scholars to Be Awarded Prizes by Oregon Ass'n

The Oregon Feed Dealers Ass'n will award three prizes to the three best poultry department scholars of the Oregon State College, when the organization meets there June 23.

The ass'n will hear talks by representatives of the various agricultural departments in which they are interested and discussions will follow.

## Swedish Grain Import Monopoly Considered

The Swedish government is considering a grain import monopoly, for which preliminary regulations went into effect May 1. This would replace the present regulations requiring imported wheat and rye (and flour) to be mixed with a fixed percentage of a like product of domestic grain.

Swedish grain importing firms have petitioned the government for compensation for losses suffered on account of these compulsory mixing rules.

## Adulteration and Misbranding

Adulteration with added water was charged by the Federal Food and Drug Administration in seizing 663 bags of mixed barley and oats feed shipped by Embury E. Anderson of Memphis, Tenn., to points in Arkansas and Mississippi. About 3.7 lbs. water is alleged to have been added to each 100 lbs. of feed.

Armour & Co. adulterated 64 barrels of corn flour shipped from So. Omaha, Nebr., into Illinois, according to federal charges stating samples from shipment contained worms, beetles, excreta, web and mold. Product was released by court and ordered resifted, etc.

Calro (Ill.) Meal & Cake Co. misbranded 40 sacks of cottonseed cake shipped into Iowa, federal authorities allege. Less protein than declared is the basis for the claim. No claimant having appeared for the property the court ordered same sold by U. S. Marshall.

## St. Louis Feed Prices

The following table shows the closing bid price each week on the St. Louis market per ton of standard bran, gray shorts and standard middlings for the July delivery:

	May 2	May 9	May 16	May 23	May 29	June 6
Bran .....	\$13.25	\$13.35	\$12.50	\$11.60	\$11.25	\$11.10
Shorts .....	15.25	15.40	14.00	13.50	13.80	14.25
Midds .....	13.60	13.85	12.65	12.35	11.25	12.10

## Milk Products Prevent Coccidiosis in Poultry

Milk products are the best sources of protein and mineral for growing chicks and, therefore, should play an important part in the ration of the growing stock, states one authority.

Milk can be fed to the young stock either in liquid or its manufactured form. The dry product may be dry buttermilk, dry skim milk, milk sugar feed, or semi-solid buttermilk.

The dry products are the easiest to handle because they can be mixed into the mash. Most commercial mashes contain milk, and profitably so, usually up to 10 per cent.

Milk is not only an important factor in producing growth and vigor, but it is also a preventive for coccidiosis.

The California Experiment Station recommends that a mash containing 40% of dry milk should be fed to the chicks for two weeks when coccidiosis appear.

## Cottonseed Hearings Resumed

Following a recess of the Federal Trade Commission, hearings on the investigation of the cottonseed industry were resumed on June 3, at Dallas, Tex.



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## Experimenting on the Farmer



By Carey Orr in Chicago Tribune



# Year's Progress Reviewed at American Feed Mfrs. Ass'n

Continued low feed prices were forecast for the remainder of the year at the twenty-third annual convention of the American Feed Manufacturers Ass'n, held at French Lick, Ind., June 4-6, making it inadvisable to build up inventories beyond reasonably close requirements. Feedmen representing most of the leading firms in the industry were led to believe business is decidedly on the mend.

D. W. McMILLEN, president the past two years, opened the first business session with an outline of the work accomplished the past twelve months, stressing the original I. C. C. decision eliminating milling-in-transit privileges on mixed feeds, the reversal of which is entirely creditable to the splendid co-operation of the membership.

"The mixed feed industry will profit if its members continue to develop a national rather than a sectional outlook," he stated, in recommending a "preparedness" program for a country-wide investigation of rail rates on feedstuffs, already ordered by the I. C. C.

W. E. SUITS, Quaker Oats Co., Chairman of the Executive Com'te of the organization, followed. His splendid address is published elsewhere in this number.

SECY L. F. BROWN'S report was distributed in printed form, and not read. The same was done with Traffic Manager R. M. Field's report. Treasurer W. R. Anderson's report was included in Sec'y Brown's report.

## Secretary L. F. Brown's Report

**Executive Com'te**—During the past year, six regular meetings of the Com'te have been held with a good attendance and three special meetings called in connection with meetings relative to the Western grain rate case. The members of this Com'te serve without compensation for either time employed for funds expended in attending meetings.

**Legislation**—During my tenure as Sec'y there has never in a single year been so much legislation directly and indirectly affecting the feed industry proposed as has occurred this year.

**California**—House Bill 1256 provided in part that the relative proportion of the ingredients entering into the composition of mixed feeds must be declared on label. This bill failed of passage. Another California House Bill 1949 establishes a standard for alfalfa meal of not less than 14% protein nor more than 30% crude fiber. This bill is now pending and is likely to be enacted into law.

**Delaware**—House Bill 82 applies to Sussex County only and provides that no second-hand bags could be used for feeds in that county. This bill failed of passage.

**Georgia**—At a special session of the Georgia legislature called for the purpose of raising revenues, House Bill No. 13, as originally introduced, would have required a tax of 10c per pound on dried milk and dried milk products shipped into that state. This bill was modified so as to exclude mixed feeds containing milk as an ingredient and was later defeated in its entirety. However, a similar proposition may be introduced at the regular session of the Georgia Legislature which will convene June 25.

**Illinois**—House Bill No. 1124, amends the present feeding stuffs law by making it optional with the registrant of feeding stuffs whether he shall pay a flat brand tax of \$25 per brand as at present or a \$1 registration fee and a 10c tonnage tax. This bill is now pending.

**Iowa**—House Bill No. 170 as originally introduced provided that the percentage of ash must be declared on labels of feeding stuffs. This bill was amended to require that the actual percentage of added mineral matter was to be declared on label and is now law.

**Kansas**—House Bill No. 182 related to advertising and might have been construed, had it been enacted into law, to require feed manufacturers to declare in all advertising matter, the net weight of the contents of each and every kind of feed covered by their advertising matter.

It was claimed that this bill was intro-

duced to correct questionable chain store advertising but at any rate, it did not become a law.

**Montana**—House Bill No. 290 followed the lines of the uniform feed bill of the Ass'n of American Feed Control Officials very closely, with the exception that it provided for an ash guaranty to appear on label. The bill passed the Legislature but was vetoed by Governor Erickson because no provision for funds to enforce the act was provided for in the bill.

**New Jersey**—Senate Bill 254 does not change the feed inspection law but provides that semi-annual reports of tonnage shall be made to the State Tax Commissioner as well as the payment of fees instead of to the New Jersey State Agricultural Experiment Station as at present. This bill became law.

**Ohio**—No less than seven bills amending the Ohio feed inspection law were introduced. However, the Department bill known as House Bill 502 was the only one to even be reported out of committee. This bill lowers the brand tax from \$20 per brand to \$15 per brand and clarifies some other portions of the present law with particular reference to mineral feeds. This bill is now law.

**Oklahoma**—House Bill No. 456 raised the inspection tax from 10c per ton to 25c per ton. This bill failed of passage.

**Pennsylvania**—Senate Bill 881 originally provided for a graduated system of brand tax fees ranging from a minimum of \$10 per brand to a maximum of \$30 per brand and requiring manufacturers to file a sworn statement as to the number of tons of each brand sold in the state. This bill was modified to provide that the maximum fee shall be \$25 as at present and that any manufacturer paying the \$25 fee shall be relieved from the necessity of filing sworn statement as to tonnage. While this bill is pending, it is likely to become law.

**Wisconsin**—Senate Bill No. 32 provided that the percentages of each ingredient contained in a mixed feed must be declared on label. Two amendments were proposed to this bill, both of which were objectionable to the industry and but for the very active and effective opposition to this measure on the part of the feed manufacturers of the state of Wisconsin, this bill would probably have been enacted into law.

Another bill now pending in the Wisconsin Legislature is Assembly Bill 781 which provides for an annual fee of \$50 to be paid to the clerk of each county, village or city in which a portable feed grinding mill is operated. A similar bill is pending in the Minnesota Legislature and a somewhat similar bill was presented but failed of passage in the Iowa Legislature.

**Congress**—Senate Bill No. 5833 and its companion H. R. 17028 introduced in Congress increased appropriations for Agricultural Extension Work and seemed to be so worded as to enlarge the activities of county agents. This bill passed the Senate but failed of passage in the House.

**Price Fluctuation Charts**—Price fluctuation charts are issued semi-annually for distribution to our membership and show monthly price fluctuations of the principal materials used in the manufacture of mixed feeds.

**List of Brand Names**—We continue our card index list of brand names for feeding stuffs which is growing.

**Digest of Feed Laws**—One copy of our Digest of Feed Laws containing the principal requirements of state feed inspection laws, as well as the requirements of the Federal Food and Drugs Act as applied to interstate shipments of feeding stuffs, together with a sheet giving the name, title and post office address of Feed Control Officials and another sheet giving the name and post office address of State Agricultural Experiment Stations and State Agricultural Colleges, is loaned free of charge to each active member of the Ass'n during his term of membership.

**Conferences With Feed Control Officials**—I am gratified in being able to report that your Secretary is receiving and responding to an increasing number of requests from Feed Control Officials to attend conferences relating to administrative features of feed inspection laws.

**Mr. James H. Genuing** died at Washington, D. C. Jan. 6. Mr. Genuing was the first president of this Association. He was selected to act as chairman of the Organization

Com'te at a meeting held in Milwaukee, March 26, 1909, and at the organization of the Ass'n in May, 1909, he was elected president and served in that capacity for three years.

**Mr. Daniel H. Grandin**—President of the D. H. Grandin Milling Company, Jamestown, N. Y. died at his home, Apr. 14, last. Mr. Grandin had been in failing health for a number of years and therefore not a frequent of our recent annual meetings.

**Mr. C. U. Snyder** died suddenly in New York City May 17. The firm of which Mr. Snyder was the president and founder has always been a member of this Ass'n and the Ass'n has sustained a distinct loss in his untimely passing.

**Membership**—At our last meeting, I reported a net membership of 164. During the year three companies have been elected to membership but due to resignations, suspension for non-payment of dues, combination of members and retirement from the feed business, we lost 16 members so that our membership at the close of the fiscal year, May 31, is 151, a net loss of 13 during the year.

## Report of Traffic Manager R. M. Field

Everyone was greatly surprised when the Commission's decision was issued, dated July 1, 1930, and received by us about July 25, wherein they condemned, in a most sweeping manner, the present transit arrangements on mixed feed, wiped out the Unit Rule, and refused to permit storage in transit of manufactured grain products.

Conferences were held with the railroads and the Commission with the result that the railroads have decided to continue the present transit arrangements without substantial change, except the discontinuance of the Unit Rule, to which all agreed.

This brings about a very satisfactory outcome of the controversy. When the order came out last summer it appeared that the best we could expect would be some sort of compromise involving the loss of certain privileges and practices essential to the manufacture of mixed feed, but we have come through without change and are now in a position where we have retained practically everything in the way of rates, rules and regulations which had been built up over a period of years, and which the industry regards as necessary to its continued prosperity.

WM. C. GEAGLEY, Lansing, Mich., representing the Ass'n of American Feed Control Officials, spoke next on "Co-operation With the Industry." His address will be published in the next number of the Journal. Mr. Suits urged that the A. F. M. A. extend their sincere gratitude to the Feed Control Officials for their intelligent outlook and practical execution of their duties.

CLAUDE B. RADER, sec'y of the St. Louis (Mo.) Merchants Exchange, concluded the morning's program with an address on "The St. Louis Millfeed Futures Market." His address is published elsewhere.

## Friday Morning Session

JOHN R. MANNING of the Department of Commerce, opened the second business session with an address on "Marine Products and Animal Nutrition," which is published elsewhere in this number.

HARLAND H. ALLEN, of the Foreman-State National Bank, spoke next on the "Business Outlook."

DR. C. R. MOULTON of the American Institute of Meat Packers, interspersed comments on Mr. Manning's address from the angle of the possible effect of fish meal and other similar marine products on tankage and meat scraps, none of which are complete in themselves as animal feeds. "I cannot believe that all of us will ever need to fill up our stomachs with things sold on a patent medicine basis. In some sections of the country where there is a deficiency of certain minerals in local products, specialized feeds will be more used. As a general thing, however, the value in dollars and nutrition to the buyer will determine how much of each product will be demanded."

H. W. APPLGATE, Toledo, Ohio, next took exception to Mr. Allen's statement that the reduction in wheat acreage should first take place where the farms were too high



priced and comparatively small, citing the average 20c premium paid Ohio farmers over large western wheat raisers, due to geographical location.

### Saturday Morning Session

The third and closing business session was devoted to unfinished and new business, reports of com'ites, election of officers, and other executive matters.

The new officers are: Pres., Edw. Drescher, St. Louis; first vice-pres., Van Roy Miller, Kansas City; second vice-pres., C. N. Barrett, Minneapolis; third vice-pres., S. T. Pease, Memphis, Tenn.; sec'y, L. F. Brown, Chicago; treas., W. R. Anderson, Milwaukee, Wis.; traffic manager, R. M. Field, Chicago. Executive Com'ite: H. A. Abbott, Chicago; D. W. McMillen, Chicago; and C. C. Lewis, Buffalo, N. Y.

The new board of directors is now composed of Searle Mowat, Detroit, Mich.; J. M. Adam, Anheuser-Busch, Inc., St. Louis, Mo.; F. L. Wilson, Denver Alfalfa Mfg. & Products Co., Lamar, Colo.; C. B. Fretwell, Spartanburg, S. C.; E. C. Greutker, Buffalo, N. Y.; Jim Rapier, Owensboro, Ky.; A. F. Hopkins, Boston, Mass.; A. E. Lippelman, Cincinnati, O.; H. Roy Eshelman, Lancaster, Pa.; C. S. Kenney, St. Joseph, Mo.; W. D. Walker, Arcady Farms Mfg. Co., Chicago; J. M. Wilson, Meridian, Miss.; G. J. Stone, Ft. Worth, Tex.; G. E. Hillier, Cedar Rapids, Ia.; and M. M. Nowak, Hammond, Ind.

The entertainment features were most alluring, to say the least, and included golf, bridge, an annual banquet, and all other forms of hospitality and companionship. Some 233 registered, which is only 35 below that of last year.

### Address of W. E. Suits, Chairman of Executive Com'ite

Early in August your Executive Com'ite met with the Ass'ns Traffic Committee and a considerable number of industrial traffic officers not members of our Ass'n. We called a larger meeting of executives and traffic officials from all over the country, which met in the latter part of August, wherein a steering com'ite was organized, consisting of President D. W. McMillan, Messrs. Abbott, O. E. M. Keller, Chester Chapin, and myself. This com'ite was in constant touch with the Traffic Com'ite. A number of hearings were held with the two investigators for the Interstate Commerce Commission, who asserted that they were responsible thru their previous investigations for the ruling to which we so seriously objected.

This being an emergency which our Treasury was not equipped to finance, a fund for the purpose was raised thru solicitation of members of our industry scattered thruout the country. These contributions came from firms outside of our Ass'n, as well as in the Ass'n and your Executive Committee decided to appoint a special treasurer for this fund. I was entrusted with that office and its attendant duties. We were greatly assisted in collecting the special fund by the officers and members of allied associations, including the Southern Feed Manufacturers Ass'n, The Midwest Feed Manufacturers Ass'n, The Northwest Feed Mfrs. Ass'n, and the Northeast Feed Mfrs. Ass'n. The fund raised proved ample for the purpose and about 50% of it remains unexpended.

The Interstate Commerce Commission stated that a nation-wide hearing on the general subject of milling in transit will occur at a later date.

Inasmuch as the fund was raised to finance the general defense of milling in transit your Executive Com'ite has decided that the balance of this fund should be preserved for future needs in connection with the later hearings. It is on deposit in the First National Bank of Chicago, where it will be safely preserved until needed for the purpose mentioned. Should the case not be reopened within a reasonable time it is the intention to return the balance to the subscribers pro rata.

We cannot speak too highly of the intelligent manner in which our Traffic Officers and a considerable number of business executives

devoted their time, experience, and resourcefulness toward getting this case reviewed.

The industrial depression actually began in July, 1929, and has been in continuous action for nearly two years, probably reaching its low level in December last year, and has been moving in a lateral direction with fluctuations since that time. It has seriously reduced the demand for poultry and dairy products. The prices for these products have ruled very low and unprofitable, consequently, the poultrymen and dairymen have no incentive to force production. Hence there is a sharp decline in the demand for balanced rations, intensely affecting the mixed feed business.

A general improvement in purchasing power must precede a better mixed feed demand. Should we raise good grain and feed crops this year, prices will likely continue low. The Feeding Stuffs Committee of the Flour Millers Convention expressed the conviction that standard bran and middlings would decline to a basis of \$10 Chicago bulk—possibly a couple of dollars less.

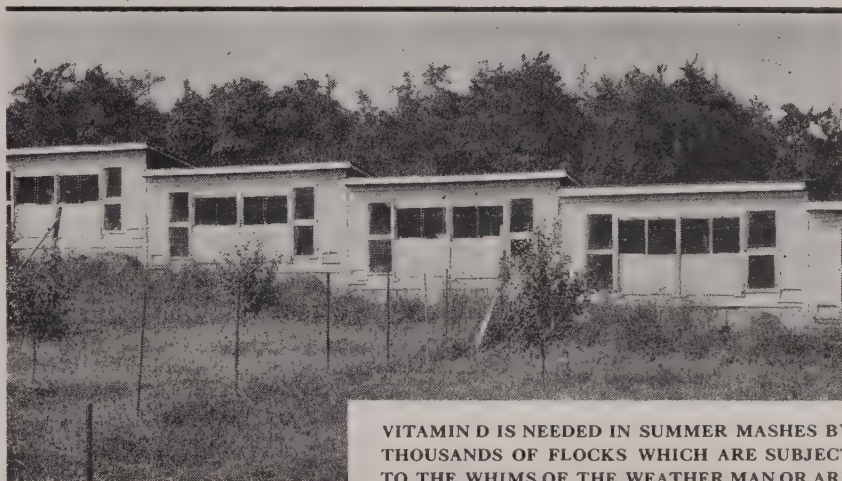
Coarse grain values are so low that the

farmer's best returns are secured by feeding what he can to his own animals. The harvest of the 1931 small grains crop is at hand and the mixed feed manufacturers' marketing problem will not be solved immediately.

Harold A. Abbott, mgr. of the feed dept. of the Dickinson Co., has the deep sympathy of a host of friends in the trade in the loss of his wife who died June 2.

Income of the United States farmer is derived 14.52 per cent from milk, 14.59 per cent from cotton, 13 per cent from hogs and only 8 per cent from wheat, while his outgo will be increased more than 8 per cent to support the Dept. of Agri. and the Farm Board.

Wm. F. Schilling of Minnesota has been reappointed a member of the Federal Farm Board. There remain to be named the successors to C. C. Teague and S. R. McKelvie, who retire in June. The new visionaries may bring a lot of new ideas and have to be educated at public expense.



VITAMIN D IS NEEDED IN SUMMER MASHES BY THOUSANDS OF FLOCKS WHICH ARE SUBJECT TO THE WHIMS OF THE WEATHER MAN OR ARE REARED IN PARTIAL OR TOTAL CONFINEMENT.

## The economical Vitamin D NOPCO XX

To the feed manufacturers, the economy of  
NOPCO XX Cod Liver Oil rests in two factors

**1** The amount needed to adequately protect a poultry mash is only one-eighth of 1% of the total ration. This includes a margin of safety to take care of any variations in feeding requirements. The actual cost of protecting your mash with Nopco XX is less than the cost of similar protection with straight cod liver oil.

**2** The Vitamin D potency of Nopco XX is absolutely standard. This standardized potency is established for every lot which leaves Nopco tanks by rigid tests on chickens. Isn't it economy to use a cod liver oil that returns to you the certainty of satisfied customers who are always sure that your mash is thoroughly protected.



**KNOW THE WHOLE STORY!** A portfolio of information on Vitamin D will be sent free of charge to feed manufacturers who want to know the whole story. It gives you the facts and figures on Vitamin D that you need. Write in today. It costs nothing to be sure of your ground.

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# The Future of Mill Feeds

Address by C. B. Rader, of St. Louis, Mo., at meeting of American Feed Manufacturers' Ass'n held at French Lick, Ind.

The hazards of business, today, are many. In fact, it is believed that in this present high-pressure era the sound, normal businesses that laid the foundation of our national and international, commercial, and industrial structure, are confronted with a multitude of perplexing problems, far greater than were encountered by the embryo efforts of industry and business in the formative period of the nation.

While the feed manufacturer could purchase for future delivery, his supplies of grain needed in the making of his product, there remained the hazard of accumulating large stocks of mill feeds and products manufactured therefrom without a like guaranty against price decline. Likewise, the miller had no means of figuring a hedged price on his offalls when determining his returns on flour contracts. The feed mixer had another loophole to close up that ever troublesome question of cancellation or rejection of orders for deferred delivery of his commercial product, as well as the procuring of wheat offalls at the proper time, and at a fixed price.

For many years this unprotected method of dealing in what is commonly called mill feed, bran, grey shorts, and middlings, was continued. No attempt was made, because it was thought impracticable, to establish a means of protection for the offall as had been devised for the protection of purchases of grain supplies.

It is recalled that when the Merchants Exchange of St. Louis began thinking about how to provide some way whereby the mill feed manufacturer, broker, and miller could in a measure protect himself against price fluctuations in mill feeds, the same criticisms were directed against the thought as had been done for ages when something new was tried. Such expressions as "unworkable" and "unsound" were heard: "it can't be done," others said. But those who believed it could looked upon the criticism as constructive and gave thoughtful consideration to correcting the weaknesses that were pointed out—and trading in mill feed futures became a reality and, we can now say, a success. The skeptics stood on the side lines predicting dire results, but the pioneers who saw in the agency usefulness and dependability worked hard to demonstrate the feasibility of the thought.

The first few weeks of trading were not without trials and tribulations. Questions arose from time to time that had not been thought of when the rules for trading were adopted, but as the market developed, changes were made in the rules and regulations, and will continue to be made as the occasion demands. It was somewhat of a difficult task to prepare rules and regulations for trading in this new department of the Exchange as there had been nothing like it before. It was thought that the best basis to work from would be to establish rules that were as nearly applicable as possible to the customs and usages of the cash trade.

The contracts cover standard wheat bran, standard wheat middlings and/or brown shorts, grey wheat shorts and/or flour middlings, as defined in the definitions adopted by the Ass'n of Feed Control Officials of the United States; so there is no difference in the kind of bran, middlings or shorts that are deliverable on these future contracts than apply to cash contracts. Each calendar month is considered a trading month but no contract is to be made for a period longer than six months. In a current month, during the last three business days no new commitments will be permitted; that is for the reason that time must be given to the Laboratory and Inspection Department to inspect the commodity delivered. Here, again, we have adopted the definition of the Ass'n of Feed Control Officials, which is interpreted by a competent inspector with years of experience in handling and applying grades to mill feeds.

It was necessary to provide for inspection of mill feeds to be delivered on contracts so that a buyer could be sure of procuring feeds of standard quality; and when the Inspection Department of the Exchange issues a certificate on bran or shorts, or in fact any of the feeds, specifying that they are of standard quality, the processor knows that he will receive just what he contracted for. This inspection is a protection for the purchaser because if feeds were delivered without inspection we feel that much controversy would result. In short, the in-

spection certificate shows to the purchaser just what he has received and, likewise, to the seller just what he has delivered. In other words, there must be some place in between the buyer and seller where the responsibility of each ceases and begins.

In the inspection of these mill feeds competent men are sent into the cars; samples are taken from not less than 10 per cent of the sacks, which are immediately sealed in air-tight containers, taken to the laboratory, and graded. If either the buyer or seller desires to appeal from the inspector's decision, a disinterested committee of six men is appointed, some of whom are millers, feed manufacturers, and brokers. They have it within their power to reverse or affirm the inspector's opinion.

The unit of trade was set at 100 tons; lesser quantities in multiples of 25 tons are considered job lots. The commission charge is 20c per ton per round trade.

As the operation of the market advanced, the geographical scope of traders increased until at the present time orders are being received daily from practically every section of the country.

It is gratifying to note the increasing number of buyers coming into the market. Feed manufacturers and brokers from the consuming areas of the country are daily using this market advantageously. The St. Louis district is a large producer of commercial feeds and while the representatives of these concerns have been very active in their support of this market it is by no means limited locally, as the greater quantity of orders from that class of trade are scattered over a broad section of the country.

We welcome criticism as it enables us to drop obsolete practices and adopt more modern methods and thoughts so as to keep up to date.

The mill feed futures market operates almost identically like the grain options have operated for years. Primarily, the market is a hedging market.

Deliveries, of course, can and are made, but to cite the hedging use made of the market in the month of March the volume of trading was over 60,000 tons, while the deliveries on contracts in that month were 200 tons. The total volume of trading since the inception of the market in June, 1929, amounts close to 1,000,000 tons, and the deliveries have been less than 10 per cent. This, conclusively, proves the hedging usefulness of the market, and the ability of its liquidity.

We hear from some manufacturers who say they cannot operate in the market because of its location. They have in mind that the freight rates probably do not work thru St. Louis to the point at which they are located; or, if they use the market from the selling end, it would be impossible for them to deliver on account of the freight rate situation, and location. These are natural questions on first thought, and answerable by the fact that those same manufacturers are using the grain futures markets at various points for price assurance purposes, and in many cases would be subject to the same difficulty if they attempted to take or make delivery on wheat or corn futures.

We are continually receiving new slants on the usefulness of this market, as it was stated recently by a large buyer of feeds that one of the particular advantages he found in the market was that at times when he desired to buy certain quantities of feeds he had to make inquiry formerly at eight or ten points thruout the country for such supplies, and immediately there developed thru the channels of trade a rumor that there was a great demand for feeds—the markets were forced up by this magnifying of the original quantity desired; but he is now able to buy large quantities by placing an order with a member at St. Louis and buying at a reasonable price without the market being forced to undue high levels as under the old system.

In establishing the price on a manufactured commodity, it is necessary for the manufacturers to know as closely as possible his fixed charges; for instance, manufacturing costs, transportation charges, overhead, and many other items; and every well organized business has those fixed charges at their finger tips in making prices, but in the past he has not been able to know the fixed charge of his mill feeds. With the inauguration of the mill feed futures market, however, that part of his risk is considerably

lessened because in addition to knowing the fixed charges, which do not fluctuate from day to day to any great extent, he now can determine the cost of the mill feeds that go into the manufactured product. It is, of course, a fixed principle of business that when a manufacturer sells a quantity of finished goods, he must have the raw product to make them from, and proceeds to purchase these raw supplies and store them until needed, but this involves first, finances, storage space, and the nearest thing to perpetual motion that has ever been invented, namely, interest. In the past, he had necessarily to buy mill feeds when he thought the price was right which would permit him to make a profit out of his manufactured product and then, later, if orders for the finished product were canceled he was long the raw supplies he had purchased. Today, however, he has a means of protection from that risk. He can buy in the futures market the mill feeds needed for business months ahead and take delivery in the months that he desires to use the feeds, thus eliminating large warehouse space, carrying charges, and interest; or, if he prefers to accumulate these supplies, in the cash manner, he can hedge them by selling a like amount in the futures market, eliminating the risk of loss from cancellations.

The broker or jobber can now make contracts many months ahead by using the futures market as a hedge; then, when he picks up the cash product to fill his contract he can sell back his protection.

Interest in this activity is increasing daily. The more traders using the market, the more liquid it becomes. The continued success of an activity of this kind is of course dependent upon whether or not the trade takes to it and continues to use it. We know that we have something of value to the mill feed manufacturer. We want to co-operate with you in building up the volume of trading and the usefulness of this agent.

## Scientific Engineering Vital to Feed Manufacturing Plants

Correct and proper methods of research and engineering that have worked miracles in the automobile industry if adopted in the still greater manufactured feed business would equal its record of achievement.

When a dairy feed containing fifteen ingredients, including molasses, accurately mixed, can be manufactured at a total cost of 85c per ton for power and labor, one begins to realize in a practical way, the value of analysis and engineering.

The manufacturer can actually take the raw grains from the farmer and, together with other feedstuffs, return to him prepared quality feeds at a basis of cost which will prove to him, beyond a doubt, that he can no longer attempt to prepare the grains, afford to stand the cost of mixing and suffer the loss of difference in actual increased production.

This is not a theory—it's a positive fact. The engineering service of S. T. Edwards & Co. has increased sales in certain territories over three hundred per cent this past year.

The efficient and economical operation of a plant can be developed step by step so that the increased earnings from the portion of the work completed will pay for the next.

The S. T. Edwards service is a real service, embracing

**Formula Service:** Supplying complete formulas for all kinds of animal and poultry feeds; advice on purchasing; complete analysis of all materials; guidance and advice on flexibility (for economy) of ingredients used.

**A Practical Sales Plan** for the economical distribution of your products. A study or development of sales organization and personnel; an analysis of market, territory, etc.

**Creative Advertising Assistance** in planning campaigns, trade mark designs, scientific advertising copy of all products for sales literature, advertisements, follow-up letters, art work, engraving, printing, signs,

[Concluded on facing page]



## The Value of Minerals for Balancing Mixed Feeds

By A. J. COVERT

All studies covering animal diets prove the value of balancing the feeds for all the elements that go to make up a proper diet which are grouped mainly under the following headings: (1) Proteins, (2) Carbohydrates, (3) Fats, (4) Minerals, and (5) Vitamins. Mixed feeds are balanced rations and they should be balanced as to all these elements.

Some of the recent results obtained in an experimental way, show how necessary the proper proportions of minerals are to the balanced ration for the proper fattening and health of the livestock. Every producer of a mixed feed should study the mineral content of the mixture with as much care as he studies the protein or carbohydrate content. The mineral content makes up but a very small percent of the bulk and also a very small percent of the cost of the mixed feed, but the mineral element is essential to the proper balancing of the ration. For a long time producers of mixed feeds have given great care to balancing their feeds in the right proportions as to Protein and other elements, but this same care has not been developed with regard to the mineral elements involved.

Results published recently on tests conducted by the Kansas State Agricultural College on feeding ground limestone or calcium carbonate to cattle have shown very beneficial results and indicate that the use of a small quantity of this mineral is very beneficial to cattle whose ration is low in calcium carbonate.

All livestock need calcium carbonate, which mineral serves many important functions in the body of the animal. It provides the mineral required for bone building, for the proper functioning of the nervous system, and as an aid in the digestive tract. Unless this mineral is supplied in the natural feeds, it should be supplied artificially because the lack of the mineral will result in reduced vitality of the livestock. Alfalfa and other legumes contain sufficient calcium carbonate, but there are many herds of cattle fed on the range without alfalfa and legumes so that calcium carbonate should be supplied as a mineral the same as salt is supplied. In fact, the proper way to feed it is to mix it with the salt, half and half, or to mix calcium carbonate with bone meal.

In the three years test conducted by the Kansas Station it was found that the lot of cattle which made the highest average gain per steer was the lot which was fed on ground limestone without alfalfa or other legumes. This lot did better than the one fed alfalfa and not calcium carbonate, and also did considerably better than the lot which was fed neither alfalfa or calcium carbonate, showing that the lack of the mineral retarded their growth considerably. The average daily gains are set out in the following table:

Lot	1	2	3
Average daily ration	Pounds	Pounds	Pounds
Corn .....	10.30	10.00	10.18
Cottonseed meal .....	1.00	1.21	1.21
Alfalfa hay .....	2.00		
Prairie hay .....		1.59	1.62
Cane silage .....	9.76	8.54	9.49
Calcium Carbonate or ground limestone .....			.10
Average daily gain per steer.	2.37	2.12	2.40
Average selling price per cwt.	\$10.83	\$10.33	\$10.75
Average profit per head.....	\$12.90	\$ 6.00	\$13.69

Lot No. 1 was fed corn, cottonseed meal, silage and alfalfa hay.

Lot No. 2 was fed corn, cottonseed meal, silage and prairie hay.

Lot No. 3 was fed corn, cottonseed meal, silage, prairie hay, and ground limestone.

The terms "limestone" is, of course, a very broad one, and there are in existence

many types of limestone, many of them harmful and entirely unsuited for feeding. There are probably as many different kinds of limestone as there are different kinds of coal or any other natural product. The only safe limestone to feed is one that is chemically pure, running 98 per cent or better in calcium carbonate, with no fluorine and very little magnesium.

The test made in Kansas used a finely ground limestone or calcium carbonate and the grade recommended is that which is ground as fine as wheat flour. This is readily assimilated and is, therefore, less expensive than a coarser ground material which would pass out as waste without being fully utilized in the digestive tract. A finely ground high calcium content limestone is a much cheaper source of the mineral calcium carbonate than that supplied by any other product. Bone meal, for example, costs three times as much per pound as ground limestone, and while the feeding of bone meal is highly recommended for its phosphorus content, it is not economical to feed it for the calcium carbonate content. This is supplied better and more cheaply by ground limestone. The two products, bone meal and ground limestone, can be mixed for feeding to very good advantage, but other authorities are of the opinion that ground limestone alone is sufficient, since the mineral phosphorus, for which the bone meal is mainly valuable, is found very abundantly in most grains and hays.

The Kansas Station is also conducting tests with calves, and these tests show the same beneficial results from the use of ground limestone.

## Scientific Engineering Vital to Feed Mfg. Plants

[Concluded from page 718]

specialties, and merchandising ideas for the manufacturer, dealer and consumer.

Good design and good engineering are always the basis of industrial profits, rather than low cost of construction of the manufacturing establishment.

A 2-days' inspection of one plant by Mr. Edwards led to an investment of \$8,750 in improvements that saved \$33,988 annually. Economy of manufacture is of such importance that a few of the less enterprising operating poorly designed plants may be forced out of business in these days of close margins.

## The Perfection Booth at the New York Dog Show

The dealer who enjoys the co-operation of the manufacturer finds his sales resistance greatly decreased by reason of the well directed publicity provided by the up-to-date manufacturer.

Of the numerous exhibitors at the dog shows, hundreds of which are held thruout the country, the food manufacturers lead by a large margin, and one in particular, while not the largest, is one of the most aggressive, this company being the Perfection Foods Co. Its product, Perfection Dog Food, Meat-Cereal, has been well known thruout the United States for more than twenty years.

Starting in a small way with Perfection Dog Food, Meat-Cereal (incidentally, this food is today still the big seller), the company has, as demands justified, added lines, including such products as Perfection Whole and Kibbled Biscuit, Perfection Fox Food, Meat-Cereal (also available in whole and kibbled biscuit form), Perfection Mink Food, Meat-Cereal, and Perfection Coliverol—codliver oil in powder.

With such a complete line the Perfection Foods Co. is in a position to cater to all dog and kennel owners, regardless of kind of food preferred.

Obviously, such a policy with the complete range of products as outlined above interlocked with national advertising in many of the leading out-door publications catering to dog owners and sportsmen, has a reaction of direct benefit to all seed and feed dealers stocking the Perfection products. It pays big dividends to be an authorized Perfection dealer regardless of location.

The North Dakota-Montana Wheat Growers Ass'n has retained former Senator James A. Reed of Missouri to press its claims against the Farm Board for \$620,000. Jim Reed will surely make the racketeers dance.

The "Collections" clause in the sales contract of the Millers National Federation has been strengthened in the amendment adopted May 29. "Where the buyer designates the collecting bank he shall be responsible for payment," has been changed to read: "Where the buyer designates the collecting bank he shall be responsible for full payment to seller."



Perfection Booth at the New York Dog Show



### Pitfalls to Avoid During the Next Twelve Months

By C. N. BARRETT, Minneapolis, Minn., President, Northwest Mixed Feed Manufacturers Ass'n, before Central Retail Feed Ass'n

When orders are hard to get, the buyer will ask and the seller is apt to grant concessions absolutely unsound, fundamentally wrong and completely injurious, in the long run, to both.

Improvement will be made by not succumbing to bad practices, as well as by actually putting good ones into operation.

**Price Cutting.**—Grinding and mixing feed at a loss, delivery without a charge, are both types of price cutting, as well as selling merchandise below actual cost and without a profit just in order to be doing business. Take a check of the labor, storage, shrinkage, power and replacement costs of grinding and mixing.

**Weakening of the Credit System.**—If long term credit policies enter the feed business, margins must be increased. Present profits are not adequate in any branch of the feed industry to permit credit. Consigning feed by manufacturers or jobbers is nothing more nor less than extending credit. Open billing, thirty and sixty-day trade acceptances and alluring consignment programs by manufacturers and jobbers are exactly the same as a dealer selling feed to a consumer on time.

**Lowering Quality Standards.**—Under this head comes not only standards of the quality of merchandise manufactured and sold, but the quality of service rendered. The temptation is great to manufacture and sell merchandise to fit a price. No practice can so quickly and thoroughly undermine and destroy the business the feed industry has built up. It can put the retailer or manufacturer who succumbs to it in a position from which he never can recover. It is the easiest easy-looking path to more business. It can do everlasting and irreparable damage.

**Despondency and Gloom.**—When business is hard to get, it is difficult to be cheerful. The feed industry is sound. It is necessary. It is honest. It has made a place for itself in our economic picture. It is going to continue to function. Agriculture for ages has been a fundamental industry of the world. The feed industry is more closely allied to agriculture than any other. It may be difficult to do, but these facts must be kept in mind, because they give every one in the feed industry something solid to stand on and to look forward to.

**Speculation.**—A year ago over two hundred mixed feed manufacturers in this country adopted a plan of short term selling, as compared with an old and unfortunate practice of long term bookings, guaranteeing of prices, and what-have-you. There were some manufacturers and dealers who took exception to this innovation as a policy. The feed industry started into a new season's business last August with a short corn crop, a poor hay crop, an unprecedented drought in heavy feed consuming areas, and prices were low, as compared with past years. The stage was set for the greatest buying orgy the feed and grain trade ever had. No matter what a person's individual opinion or preference may be, no one can deny that the adoption of this new plan of selling has saved those in the feed business, every one in it and connected with it, millions of dollars. No policy can succeed that is good for only one part of an industry. The majority of feed manufacturers and feed dealers agree today that this policy is mutually profitable, and equally so for the consumer.

If one must speculate—remember this. There are broad open trading markets, mill feed in St. Louis; cottonseed in Memphis; butter, egg, molasses, corn, wheat and oats.

Speculate, if it must be done, in the option market. Let us run our feed manufacturing or retail business on a sound merchandising basis. An option can be unloaded quickly at a profit or a loss. There is storage room for only so much merchandise, if it doesn't move. One may be smarter than his competitor and buy to better advantage, but don't forget, the only way to cash in is to sell the feed at the advanced prices finally to the consumer. If that isn't done, nothing has been gained by brilliant judgment. If this is done, the competitor who has not speculated, but has bought conservatively, will not be undersold.

**Sound Merchandising Means Selling on a Replacement Basis.**—It may be slower, but it is surer. A feed business dependent on speculation for profit is ultimately doomed to failure. He who is smart enough to make money speculating doesn't need a warehouse. Even for five years back there has been no profit in buying for months ahead. There may have been a time when one could always buy bran in June or August, corn in September, and other feeds at certain other times, and be sure he had found the season's market low. That time is past and charts of market trends prove it. There are too many uses for feedstuffs, too many new substitutes for the old standard concentrates, the consumption of feedstuffs is too widespread and our livestock feeding program is too steady and diversified not to have changed conditions that were simpler once. Conservative buying, gauging quantities by the prospective actual consumptive demand, may not be so thrilling and spectacular, but it means sound profits, quick turnover, satisfied customers. Your Ass'n has been a leader in establishing sound credit practices; you should be leaders in promoting the sound merchandising practice of replacement selling and conservative, non-speculative buying.

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MINNEAPOLIS, MINN.

Grain, Screenings, Mill Oats

GROUND FEEDS

Straight Cars Mixed Cars  
Operating HIAWATHA MILL

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Pure Dried Buttermilk  
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## Perfectly Balanced F E E D

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Sea Meal

an organic combination of Salt  
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USE IT!

Ask for Proven Formulas.

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4708 W. Roosevelt Rd. Chicago, Ill.

## June Is Convention Month

Very few people must stay away this year because they are "too busy to take the time off". Go by train, motor, bus or "hitch-hike" to the June meetings in Wisconsin, Indiana, Michigan, Ohio and New York. Meet your friends and friendly enemies! Your business in the next year can profit by what you'll hear and learn!

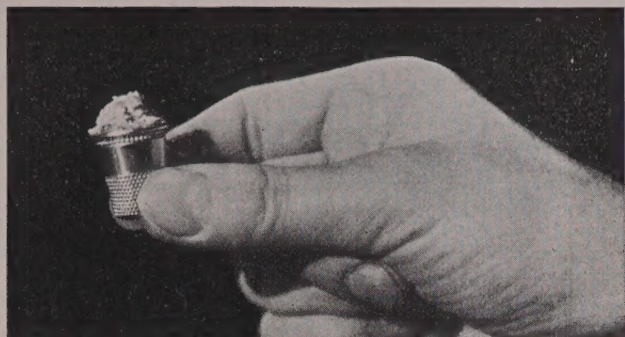
WHO KNOWS WHERE WE WILL ALL BE IN  
JUNE 1932?

### Arcady Farms Milling Co.

Chicago, Illinois

Kansas City, Mo.





## A Thimbleful of Feed!

That's about what a baby chick will consume in one day.

To be right it must be perfectly balanced. It is supposed to contain SOME of EACH of seven to sixteen ingredients.

That calls for **thorough** mixing.

A Burton Mixer assures you of complete, uniform blending of feeds. Its operation is simple, thorough, rapid, low in cost.

Built in five sizes. Write for prices.

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Here's the book you have been waiting for. Illustrates and describes all the famous Jacobson Grinders, shows model installations, gives valuable tables and data. Every grinder operator should have a copy. Send request on your company letterhead and a copy will be mailed FREE.

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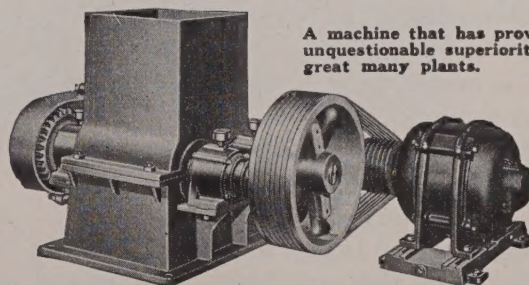
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A machine that has proven its  
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This is the one crusher that has the ability to crush ear corn with the husks adhering to the corn. It plows right through the ears, day in and day out, giving unusual capacity, and consuming a surprisingly small amount of power.

This crusher often takes the place of a sheller as it removes the kernels in the crushing process so that when the crushed corn is passed over a scalper, the husks and cobs are removed from the shelled corn.

Write for Bulletin No. 36, TODAY

**ROBINSON MFG. CO.**

42 ROBINSON BLDG. MUNCY, PENNA.  
CHICAGO OFFICE - 222 W. ADAMS ST.



**Successful Retail Feed Merchandising**

By SYDNEY ANDERSON, Minneapolis, Minn.,  
before Central Retail Feed Ass'n

In our own business we have found that in getting Gold Medal commercial feed business, and commercial feed is the backbone of the feed business, we have to ring the farmer's doorbell continually. We have to know enough about our feed and the farmer's feeding problems to make sure he is not only getting his dollar back for the feed he buys but a profit on top of it. The cheapest feed is seldom the best feed either from the point of view of the dealer or the customer. The cheapest feed is always the feed which will produce the most results for the dollar spent. It is difficult sometimes, particularly in times like we are going through now, to convince the farmer that this is so, but a permanent feed business cannot be built on any other principle. The service which the manufacturer gives in helping the user to get the most out of his brands of feed is a large factor in successful feed merchandising.

It is a fairly well established fact that most merchants carry too many brands, sizes, styles and kinds of merchandise. Analyses of stocks in relation to sales have generally shown a very high percentage of sales in a comparatively small percentage of the items and sizes.

Generally speaking, I think the most successful feed merchants are those who handle or push more or less exclusively particular brands of commercial feeds. By adopting this policy they limit the amount of their inventories and increase the rapidity of turnover. They establish the customer acceptance of these brands and provide for a continuity of sales and deliveries which reduces the manufacturer's expense as well as their own and enables the manufacturer to give them more prompt deliveries and more

adequate sales service and help. Incidentally, there are fewer checks to write, fewer invoices to keep track of, fewer items to display and more possibilities for adequately displaying them.

Most of us get a great "kick" out of new customers and it is proper that we should do so but few of us appreciate or take advantage of the opportunities to increase our volume with old customers or to increase the size of their orders. Increasing the volume with good customers by increasing the size of their orders is one of the best and easiest ways of reducing unit costs.

We have tried out many ways of getting new customers. They all cost money. Most of them cost more money than they are worth unless the new customer becomes a regular customer and we are able to average the cost of the original sale to him over a series of repeat orders.

The young lady who sells you the package of razor blades you asked for will at the same time courteously sell you a tube of shaving cream, a face lotion, a new toothbrush and a tube of toothpaste. Consciously or unconsciously she is following the principle of increasing the size of the order and the volume per customer. Incidentally she has probably done you a good turn by saving you a couple of trips to the drug store. The feed merchant who can sell a customer who expects to buy only mill feeds or ground oats one or more kinds of commercial feed is following not only sound theory but sound practice. Incidentally, he is making a better feeder out of the customer.

Many of us are probably neglecting opportunities immediately at hand and are increasing the cost of handling our business by searching for customers in far distant territories, probably overlooking the additional cost involved in selling customers at a distance or scattered over a wide area.

It is probably all right to extend credit on a sound basis and in some cases deliveries must be made. These things must be done with the realization that when they are done they both cost money and the cost should in some way be covered by larger margins.

Service is advertised more and practiced less than almost any virtue I know of. My observation is that services that produce the most results are services that cost nothing. The service of courtesy, cheerfulness, accommodation and understanding of your customers' requirements and an honest desire to help them make the best use of what you sell them costs nothing. It cannot be figured in the cost card or the gross margin but it certainly shows up in the net profit. Merchandising is more than selling and service is something more than doing something for somebody and getting paid for it.

I know of no royal road to successful retail feed merchandising, but I think I can sum it up in a sentence or two. It consists of intelligent buying; the knowledge of the goods you have to sell and a conviction that they are worth the money you get for them; a sound relationship between the various merchandising elements involved; a cheerful disposition and a continuous and careful attention to a multiplicity of small but essential details.

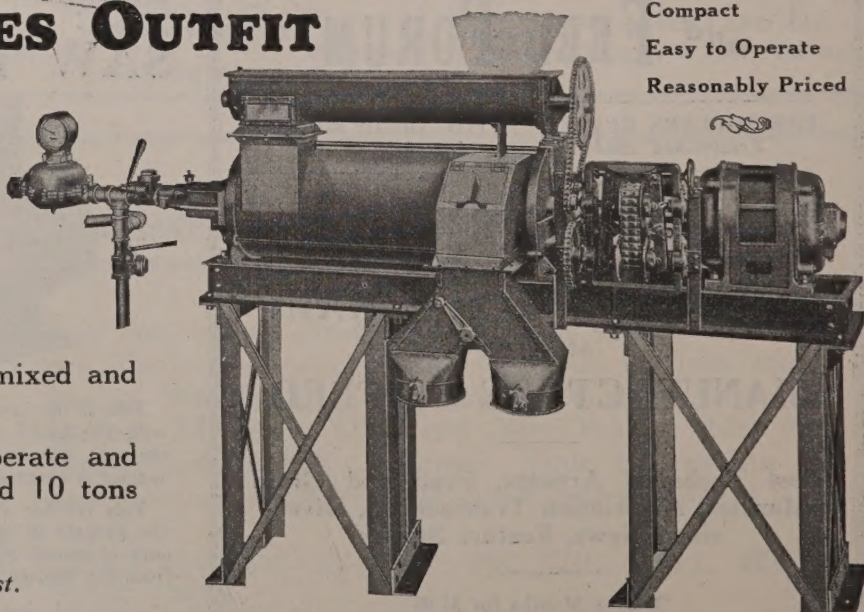
Our Farm Board has done nothing for the farmer, but a lot for foreign countries. It has switched the export flour and wheat business to Canada, to Argentina, and to other countries. It has ruined our export business in wheat or wheat products. It has paralyzed the milling and the grain businesses in this country, and it has thrown away the taxpayers' money like a drunken sailor after a long sea voyage. How long are the people going to stand for this?—Central Brokerage Co., R. J. MacDonald.

## More Profits with a Monarch COLD MOLASSES OUTFIT

Add molasses to your feeds and to farmers grists and share in the profits of sweet feed mixing. The New Monarch Outfit applies up to 50% molasses to feeds and turns out a thoroughly sweetened product free from molasses balls, feeds that are fresh, well mixed and fragrant.

Requires no heat, easy to operate and made with capacities of 2, 5 and 10 tons per hour.

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Whole corn goes into the Blue Streak and comes out in five even grades: coarse; medium; and fine cracked corn; also corn meal and corn bran; all of the finest quality.

No rollers, no knives, no moving screens. The

elimination of these troublesome features brings corn cracking and grading down in cost and at the same time improves quality. The elimination of knife sharpening alone saves hours each week in labor costs.

The constant high grade cracked corn day after day is truly a feature.

The capacity, operation cost and the original cost of this unit now place corn cracking and grading within reach of the smallest miller for the first time. **Write for Literature Today.**

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CHICAGO

# HOTEL HARRISON

CHICAGO'S NEWEST  
DOWNTOWN HOTEL

RUNNING ICE WATER  
IN EVERY ROOM  
\$2.50 AND \$3.00  
WITH BATH  
NO HIGHER

**RADIO  
IN EVERY  
ROOM**

**NO  
PARKING  
WORRIES**  
DIRECT ENTRANCE  
FROM HOTEL TO  
HARRISON PARKING  
GARAGE



HARRISON STREET JUST OFF  
MICHIGAN BOULEVARD

# CHICAGO

**\$300 to \$500  
a Month**



### **Extra Grinding with the "JAY BEE" Portable**

Many "Jay Bee" stationary millers now use the "Jay Bee" Portable to fortify their home business. They have found that both the stationary and portable mills make money.

It is no uncommon thing to take in \$30 to \$45 a day; \$100 to \$150 a week, with a "Jay Bee" Portable; business that you may not get unless you have one in operation.

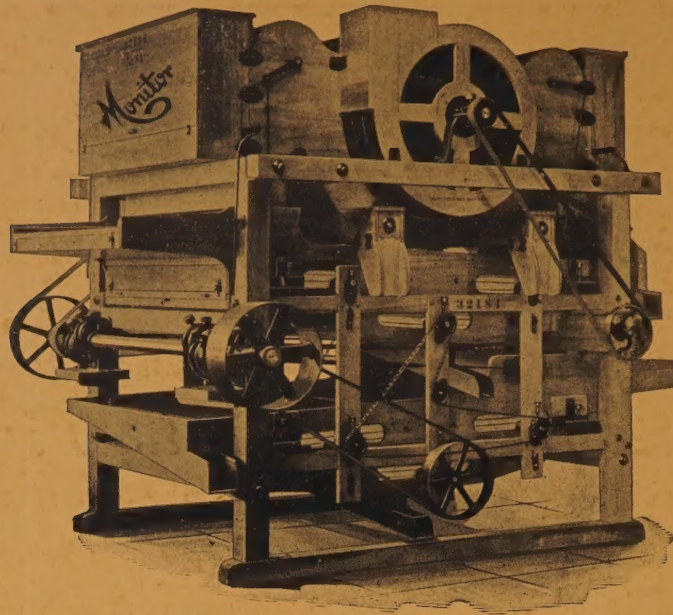
**The "Jay Bee" Portable has been proved by every test the lightest—strongest—greatest capacity—lowest cost operating.** Excels all other mills on grain capacity—greatly exceeds them on roughage grinding. This brings you an entirely new source of grinding revenue: big volume of roughage grinding.

"Jay Bee" Portable has many exclusive features. Manufactured by Bossert Corp., Utica, N. Y., World's Largest Hammer Mill Manufacturers. Be sure to investigate this sure money-maker. Write for literature and free demonstration on portables and our world famous line of stationary mills, molasses mixers, batch mixers and corn crackers.

**J. B. SEDBERRY, Inc., 76 Hickory St., Utica, N. Y.**

**JAY BEE SALES CO. 319-325 Live Stock Exchange Bldg.  
Kansas City, Mo.  
A. E. Thompson Company, Minneapolis, Minn.**





**Monitor** LOCATION • new  
FACTORY • modern  
EQUIPMENT • complete } Prompt  
Deliveries a  
Specialty

## Flaxseed Requires Some Cleaning

It is a mighty hard job and the ordinary cleaner does not do the work.

Lack of proper results led to the introduction of the MONITOR Style A Flaxseed Cleaner (later copied by others) but in spite of that fact, the MONITOR does work that others will not do. Go where you will, you will find the MONITOR Style A looked on as the leading flaxseed cleaner of today.

Therefore, if you need a Flaxseed Cleaner, be sure to know all about the MONITOR models before you buy. For cleaning at the elevator for shipping, we have the Style B which is doing very successful work in many houses cleaning the flaxseed for shipment.

The use of a MONITOR might save you a lot of grief. Investigate before you buy.

# Huntley Manufacturing Co.

Department B

(Formerly at  
Silver Creek, N. Y.) BROCTON, NEW YORK

### Our Representatives at Your Service

#### Chicago, Ill.

A. D. McPherson,  
411 Utilities Bldg.

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